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T-65

*Cretan Calf*

smooth, but not glazed

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hand-boarded, glazed



Norwegian Calf  
hand-boarded grain



P  
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## **SEAM ENGINEERING**

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# LEATHER and SHOES

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## PUBLISHER

Elmer J. Rumpf

## EDITOR AND ASST PUBLISHER

William A. Rossi

10 HIGH ST., BOSTON 10, MASS.

## MANAGING EDITOR

Charles R. Byrnes

## NEWS AND MARKET EDITOR

Irving B. Roberts

10 HIGH ST., BOSTON 10, MASS.

## ADVERTISING MANAGER

Philip Melhado

## CIRCULATION MANAGER

June Mason

## OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi, C. R. Byrnes; Secretary: L. C. Bedford.

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## BRANCH OFFICES

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14 women's, 15 men's colors chosen

## APRIL HIDE EXPORTS SHOW GAIN

Rawstock imports generally down

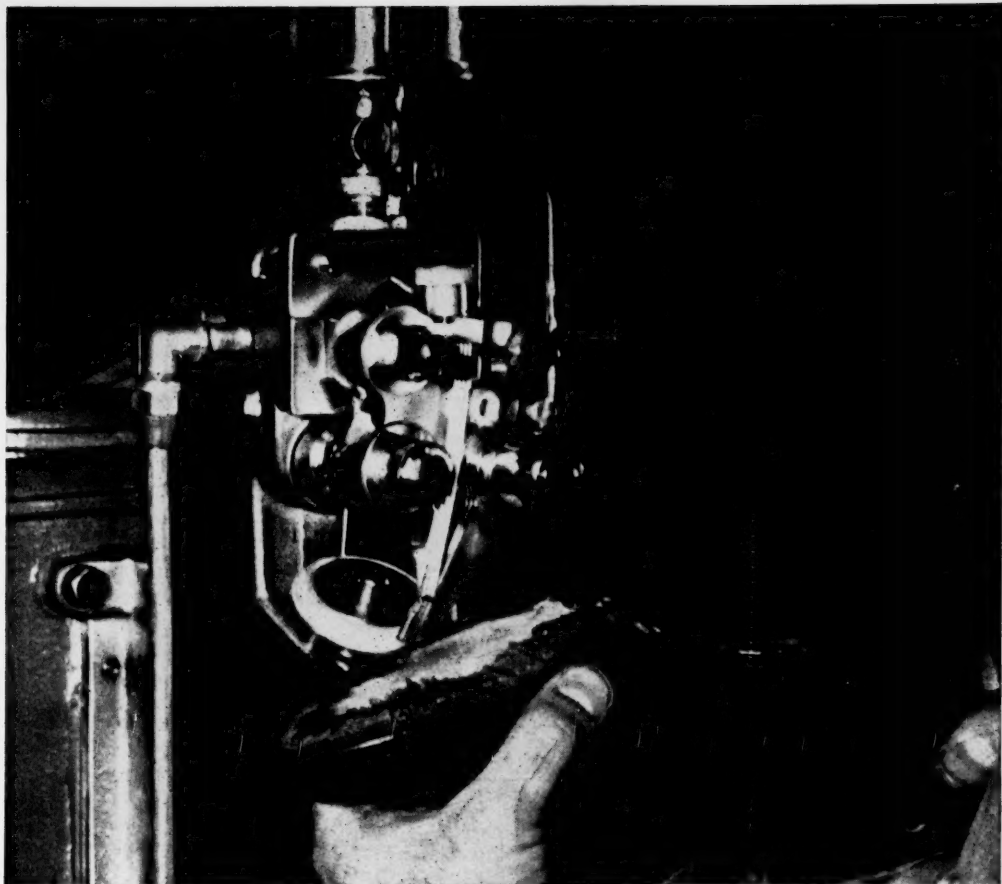
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Third quarter quota now 150,000 skins

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*Compo Bottom Cementing Machine, Compo Shoe Machinery Corp., Boston, Mass.*

## Millions of shoes bonded for life... as only HYCAR can do it!

**T**HE operator pictured here is applying a special Hycar American rubber adhesive to a shoe. The adhesive will bond the sole to the upper for the life of the shoe—will resist the effects of water, oil, gasoline, sand and grit as long as the shoe wears.

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few years in the commercial manufacture of many types of shoe cements. This Hycar adhesive was developed by the Compo Shoe Machinery Corporation to meet the need for a permanent cement for non-leather footwear. In tests of all types of materials, only a Hycar compound

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*American Rubber*

# B. F. Goodrich Chemical Company

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GEON polyvinyl materials • HYCAR American rubber • GOOD-RITE chemicals and plasticizers

# EDITORIAL

## Good Performance—Publicly Appreciated

IF the American public has put American private business into the dog-house—which it has—it is the fault of business and industry. Back in 1935 Bruce Barton said, "No major industry has the moral right to allow itself to be unexplained, misunderstood, or publicly distrusted; for by its unpopularity it poisons the pond in which we all must fish."

The shoe and leather industry, among most major industries, nevertheless continues to be little understood or appreciated. We hear and read the ungrounded propaganda of its "big profits," "selfish interests," "fixed high prices," and other misconceived ideas. And, except for a few very isolated instances, we see little expenditure of effort or money by shoe and leather firms to improve their position through the instrument of public relations. The very large majority of shoe and leather firms, as individual organizations, have shown an amazing backwardness about the functions of public relations. And by the conspicuous absence of these functions—by their negative attitude toward public relations—they are actually helping to create an attitude of suspicion in the public mind.

Surveys by Elmo Roper over the past 15 years show clearly that less than five percent of the public is opposed to private ownership. However, the majority of the public doesn't believe that private industry renders its services with the public interests in mind. Thus the public's attitude is precarious; it is in favor of private ownership chiefly because it is opposed to socialism. Thus business wins a negative sort of vote—the choice of the lesser of two evils.

One of the most concise definitions of public relations is this: "Good public relations is good public performance—publicly appreciated." It means simply that first a good job must be done in terms of company policies, products, services, etc., then intelligently calling public attention to the job.

Are shoe prices too high? Is the public getting good value in the industry's products? Are profits exces-

sive? Are labor-management relations amiable? Does the industry provide wholesome measure of security against unemployment? The public demands that every company honestly explain its position on these and other matters, with cards face-up on the table. How many companies do it? Very few. And therein lies the seed of poor public relations that sprouts public suspicion and "resistance" toward a firm, an industry, and the products of the firm or industry.

Public relations is not a function to be urgently called in after a strike begins or the Old Man in a fit of anger has blustered some hostile statement. Public relations is not primarily a trouble-corrector but a trouble-preventer. It is designed to help create and steer management policy with public as well as company interests in mind. Once it helps set up good performance, it then informs the public of that performance.

Many firms make claim to having public relations departments. But it is found that the very large majority of these are more press agency than public relations; they contradict and nullify the value of real public relations. Of the 1100 firms in the shoe industry, fewer than a dozen have genuine public relations departments. And of the 560 leather firms, fewer than a half dozen firms can be credited with such departments. Yet we grouse unhappily when the public "misunderstands" us. If we provide them with no information with which to understand us, the only remaining alternative for the public is misunder-

standing and misinformation. In this respect we are our own enemies.

Consider the shocking fact that consistently year after year 50 percent or more of all shoe firms operate at a loss. Yet shoe firms tend more and more to "apologize" for making a profit, rather than justifying their profits before the public eye.

Our industry, like most others, has a tremendous job to do in terms of performance that precedes public appreciation. Industry needs sorely the votes of the public to protect it against the propaganda encroachments of anti-business attacks. We find the community turning more away from industry and more toward the government for its security and overall social gains. That is an ever-lurking evil confronting industry: the belief that there is more "guarantee" of security in the government than in free industry. That attitude preceded the fall of free enterprise in Britain and government by the socialist state. It can happen here. We see the public leaning favorably toward government control of hydroelectric power and other public utilities; the same attitude regarding the railroads, and toward steel. It is this very attitude that an over-zealous government freely interprets as the "public mandate" and proceeds to act upon that presumed mandate.

Industry, through its individual organizations within it, must take the initiative of performance in providing the benefits which the community is more and more turning to the government in expectation of their provision. Industry cannot afford to be the tail on the kite of "social progress." Forty years ago the idea of profit-sharing was regarded as absurdly impractical; unions were radical invaders of the "rights" of free enterprise; and numerous other benefits which today are part and parcel of American industry were considered inane. Times change, but unfortunately many organizations fail to keep pace with such inevitable change. They are dubbed with the term "reactionary," and some frankly deserve the title.

That is hardly naive. Recent history makes it all grimly realistic. And into this modern realism enters the absolute necessity of public relations as an essential part of management. It is simply ironic that in our own industry we have as big a job to do in educating management to the concept of public relations as we have in educating the public in the concepts of our industry's functions and performance as a vital part of the American economy.

### NOTICE

Anyone desiring reprints of **LEATHER and SHOES'** editorials may obtain them at the following nominal cost:

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**ACME BACKING CLOTH** more than pays for itself in countless cutting-room applications. Compare its performance and you'll always choose it.

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HADLEY & MULLANPHY STS.

ST. LOUIS 6, MO.

\*Reg.

# NEWS

## Foreign Policies, Markets Scored at Glove Convention

**Speakers differ on outlook for glove industry. Assn. suspends \$35,000 annual promotional program.**

Probably the outstanding problem facing the National Association of Leather Glove Manufacturers this year will be "protecting the American glove industry in a period of great uncertainty as to the policies which should be followed in managing the foreign affairs of the U. S.," Jules Higier, chairman of the Foreign Trade committee told association members last week.

Speaking at the annual business meeting of the association's 32nd annual convention held June 9-11 in Fulton County, N. Y., Higier sounded the convention keynote when he emphasized the dependency of the U. S. glove industry upon the government's foreign trade policy. His report was read to the assembled membership by Louis Rubin of J. M. Rubin & Sons.

"The past year, since we met last June, has proven to be one of the busiest in the matter of tariff issue since before the war," Higier reported. "This is a reflection of the fact that, now that our economy is adjusting itself to peacetime activity, men in public life are being made aware again of the disparity between the cost of production in this and other countries and the consequent necessity for protecting American labor wherever it must compete in its own market with imports from low-cost foreign countries."

Higier traced the history of the association's efforts to obtain tariff protection for American-made gloves, adding, "That there is much misunderstanding and working at cross-purposes is evidenced by the Havana Charter for an International Trade Organization. It was submitted to the Senate and House by the Presi-

dent on April 23 and has been the subject of debate before forums and meetings throughout the land.

"Although advocates and opponents of ITO come to diametrically opposing views on whether the U. S. should retain the charter, they are in agreement on one basic issue, and that is it is an imperfect instrument."

He added that as a result of the association presenting its case so strongly before the House Ways and Means Committee and the Senate Finance Committee, gloves were not included on the list of products being considered for revision of tariff rates.

### Fall Outlook Good

Other speakers at the two-day sessions included Forrest P. Gates, president of the association; Andrew Cox, purchasing agent for Allied Purchasing Corp.; Irving R. Glass, executive vice president of the Tanners' Council; and Dr. H. E. Lucic, executive editor of the *New York Journal of Commerce*.

Forrest P. Gates, treasurer of Gates-Mills, Inc., Johnstown, was re-elected president of the National Assn. of Leather Glove Manufacturers at the 32nd annual convention. Gates was re-elected to the post at the final business session held at Adirondack Inn, Sacanda Park.

Other officers elected to one-year terms were: Roscoe Stanton, Imperial Glove Co., Inc., vice president; Henry Hartman, C. D. Osborn Co., vice president; Frank Kiernan, Louis Meyers and Son, Inc., treasurer; and James H. Casey, Jr., secretary.

Directors named to serve for three years were: Douglas Hayes, Ireland Brothers; Joseph Lazarus, Boyce-Lazarus Co.; Nelson Wilkins, Wilkins Gloves, Inc.; Louis Rubin, Joseph M. Rubin and Sons; and Carl Adams, Eisendrath Glove Co.

The sudden death of Daniel H. Higier, past president of the association, caused the board of directors to limit its session to a few hours rather than the expected afternoon and evening meetings. Higier, co-founder with his brother Jules of the Superb Glove Co., died at Johns Hopkins Hospital, Baltimore, on June 8.

Cox told glove manufacturers that the outlook for fall is extremely promising in view of fashions returning to leather gloves as "an expression of good taste." Another encouraging sign, he added, is the fine quality of leather manufacturers have been able to offer at lower prices.

A major problem of the industry is the need for faster production through new methods and manufacturing techniques, he said. Many new glove styles are needed and the addition of these plus a speed-up on production would be a big help in stimulating sales. He revealed that a second Glove Week will be held this Nov. and asked for active support by manufacturers in its promotion.

### Cost and Prices

Irving R. Glass reported that no other industry in the U. S. has been so adversely affected by currency and cost problems both at home and abroad. The leather glove industry, he said, is a striking example of the harvest we might reap more generally from the failure of international trade, from the dangerous consequences of artificial currencies abroad, and from rigid production costs at home.

Producers of leather gloves cannot ignore the rigidity of production cost factors at home . . . they must be merchandised at a price in sound economic relationship to other goods and services, he said. Taking retailers to task for the trend toward cheap merchandise, he attacked the present policy of delayed buying and heedless pressure to obtain price reduction notwithstanding costs.

Reporting on proposed higher minimum wage rates for glove workers employed on government contracts, secretary James H. Casey, Jr., said that the association hoped slower business conditions generally will work in favor of smaller boosts in such wages. He pointed out, however, that the government recently set a minimum hourly wage of \$1.05 in the woolen and worsted industry, 87 cents in the textile industry, 85 cents in the leather jacket industry, and 85 and 75 cents in two

KANKAKEE COLOR NO. 736

*Golden Tan . . . .*

Bondshire  
STYLE NO. 1778



Made by  
ALBERT H. WEINBRENNER CO.  
MILWAUKEE, WISCONSIN

It's KANKAKEE . . . the ideal leather for smartly styled leisure footwear . . .  
brought to you in all the new fall shades, by Rueping.

Samples of this popular mellow-textured line — at your request!

R U E P I N G

FRED RUEPING LEATHER CO., FOND DU LAC, WISCONSIN, U.S.A.



branches of the uniform and clothing industry.

Dr. Luedicke reported that the signs point to a pick-up in the leather and leather products industry. The fact that the Consolidated Cutters and Shavers Union recently agreed to a new contract without a wage increase "will give manufacturers a chance to get their house in order and attempt to lower prices without lowering wages," he added. He said that labor's attempts to hold wages high at this time was hurting the industry.

### Cut Promotion Program

At the annual membership meeting held at the Adirondack Inn, members ratified a recommendation by the board of directors to reduce membership dues by one-half and suspend a \$35,000 annual public relations program conducted by Steve Hannagan Associates of New York. Dues were reduced from one-sixth to one-twelfth of one percent of members' annual sales.

Allotment for the public relations program was cut temporarily because it was felt that continuance of the program now would mean raising rather than lowering assessments. The publicity firm will be retained in an advisory capacity.

Members also ratified nominations to the board of directors of Jules Higier to complete the term of his late brother Daniel and Robert Stanton to replace his father, the late Arthur Stanton.

### United Shoe to Market Tanning Machinery

The first commercial machine developed by United Shoe Machinery Corp., Boston, Mass., for the tanning industry will be marketed shortly, according to Sidney W. Winslow, Jr., chairman of the board. In his annual report to stockholders released this week, Winslow added that

the company has several other equally promising tanning projects under way.

Hitherto, the Turner Tanning Machinery Co., Peabody, a wholly-owned subsidiary of United Shoe, has been the chief distributor for USMC tanning machinery. Winslow's report indicated that in the future some tanning machinery would be distributed by the parent company.

The company reported for the fiscal year ended Feb. 23 a net profit of \$7,677,871, equal to \$3.15 a share on the common stock. In the previous fiscal year, net was \$8,747,246 or \$3.62 a common share.

By the end of the fiscal year, the company had caught up fairly well with consumer demand that it is now in a good position to accept orders for replacement without any great delay in delivery, Winslow said.

"The activities of the research division were continued at the expanded level of the previous year," he said. "In addition to improved models of existing types of shoe machinery, several machines have been developed for performing operations not previously mechanized. . . ."

### Dollar Volume Up

"The dollar volume of business of our domestic associated companies was in the aggregate slightly greater than that of the previous year," Winslow added. "Dividends paid by them were in total approximately the same as in 1947-1948. Our foreign associated companies' volume of business, converted to dollars at current rates of exchange, showed in total a significant increase. However, because of exchange restrictions, etc., the total amount of dividends received from them was approximately \$500,000 less in the current year.

"Our foreign associated companies have in most instances had to contend with continuing severe import restrictions and other government

controls which have made it extremely difficult to show the desired improvement in the quality of service rendered to their customers. However, some improvements can be reported, especially in those countries where they have been able to recover a more balanced economy."

Inventories have reached a normal level in quantity and value, Winslow reported, but at higher costs. Total current assets were listed at \$44,972,760 and total current liabilities at \$9,662,099, with a working capital of \$35,310,551 remaining. In the previous year, current assets were \$47,493,839, liabilities \$10,748,066, and working capital \$36,745,773. A decline in marketable securities of \$5,281,657 and gain of \$3,894,975 was reported.

### Select Shoe Colors For Spring & Summer 1950

Fifteen colors for women's shoes and 15 men's shoe colors were adopted last week for Spring and Summer 1950 by the Joint Color Committee of the Tanners' Council, the National Shoe Manufacturers Assn., and the National Shoe Retailers Assn. in cooperation with the Textile Color Card Assn.

For merchandising purposes, women's colors were classified in two promotional groups titled Town Colors and Town and Country Colors. Prominent among the latter are a new coppery tone on the order of Copper Rust—Fall 1949, a new natural saddle shade, a new bright yellow, a new bright green, a new bright red, and a new bright blue. Also included are Turfman—Spring 1949, and Misty Gray—Spring 1949 as well as Admiral Blue and Cherry Red.

Under Town Colors are the five repeated shades, Cafe Brown—Spring 1949; Cognac Brown—Fall 1949; Admiral Blue—Fall 1949; Cherry Red—Fall 1949; Green Pep-

Shoe and Slipper Production By Types: March, 1949

Kind of footwear	Total	All-leather uppers (thousands of pairs)				Part-leather uppers (thousands of pairs)				Non-leather uppers (thousands of pairs)			
		Leather soles		Rubber or rubber composition soles		Leather soles		Rubber or rubber composition soles		Leather soles		Rubber or rubber composition soles	
		Total	Other non-leather soles	Total	Other non-leather soles	Total	Other non-leather soles	Total	Other non-leather soles	Total	Other non-leather soles	Total	Other non-leather soles
Shoes and Slippers .....	44,726	39,445	24,359	14,321	765	1,011	346	368	297	4,270	1,388	1,588	1,294
Men's .....	10,672	10,336	6,590	3,681	65	100	50	49	1	236	83	17	136
Youths' and boys' .....	1,462	1,432	210	1,202	20	2	1	1	...	28	13	2	13
Women's .....	22,531	18,432	11,692	6,239	501	659	275	100	284	3,440	1,130	1,493	817
Misses' .....	3,160	2,805	1,125	1,615	65	220	7	203	10	135	60	16	59
Children's .....	2,979	2,744	1,416	1,252	76	21	4	15	2	214	61	57	96
Infants' .....	2,532	2,443	2,119	305	19	9	9	...	...	80	35	2	43
Babies' .....	1,390	1,253	1,207	27	19	...	...	...	...	137	6	1	130



## When the Box Is Opened...

*Does the Finish Help the Sale?*

### UNITED FINISHES

**PRODUCTS OF  
B B CHEMICAL CO.**  
FINISHES FOR UPPERS  
BOTTOMS • HEELS • EDGES

HIGHLY competitive selling conditions require that you give your shoes every advantage. Match the style and fit of your shoes with a finish that does them justice — a finish that appears as smart in the retail shop as when it left your packing room.

Time takes a toll of finishes unless formulas are correct for every run of leathers. Periodic checks by the United Finishing Specialist help you provide the perfection of finish your customers appreciate and *expect*. If you have a finishing problem... or want to improve your finishes... phone for a United Finishing Specialist.

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS



per—Fall 1943; and a new light brown of the cocoa type. Black is also included.

Men's Smooth Leathers feature the nine repeated colors, Brown Oak—Fall 1949; British Tan—Fall 1949; American Burgundy—Fall 1949; Cherrytone—Fall 1949; Golden Harvest—Fall 1949; Ranger Tan—Spring 1949; Tawny Tan—Fall 1949; Cocoa Tan—Spring 1949; and Natural Tan—Fall 1949. Black is included also. Grained Leathers include a new ruddy tone and the repeated color, Golden Harvest. Brushed Leathers have a new medium brown lighter than Hun-brown, Fall—1949; a navy blue; a dark green; and the repeated colors, Bermuda Brown—Fall 1949; and Rustic Grey—Fall 1949. White is also considered important.

### Pratt Institute Graduates First Class

The first class of the School of Leather and Tanning Technology of the Pratt Institute, Brooklyn, N. Y., graduated June 4, and the majority of the graduates have already been placed in positions with tanners, it has been announced by A. W. Goetz, Director.

Many of the erstwhile students have returned to firms that sent them

### Up Calfskin Export Quota

The Office of International Trade, Dept. of Commerce, has announced an increase in the calfskin and kip export quota for the third quarter 1949 to 150,000 skins. Previous quotas for the quarter had been limited to 100,000 skins.

to school or recommended them for the course. These concerns are: Eagle-Ottawa Leather Co., S. Farkash, Inc.; John Flynn & Sons, Harry Mann Leather Co., Northwestern Leather Co., Poetsch & Peterson, Prime Leather Finishes Co., Schiffman Leather Co., Inc., George A. Shepard & Sons Co., and Albert Trostel & Sons Co.

Another part of the class has been placed with the American Hide and Leather Co., Goldsmith Leather Co., Inc., Hiteman Leather Co., Monarch Leather Co., R. Neumann & Co., Ocean Leather Corp., A. H. Ross & Sons Co., and the Superior Tanning Co.

The school has also placed a number of current students, who will graduate in June 1950, with tanning

concerns for work during the summer. The firms who have taken on these students are: Blanchard Bro. & Lane, John R. Evans & Co., Gebhardt-Vogel Tanning Co., Good Bros. Leather Co., Thomas Harvey Leather Co., Korn Leather Co., Liberty Dressing Co., Lincoln Leather Co., Moench Tanning Co., and the Paster & Vogel Tanning Co.

Officials of the tanning school have requested that concerns in the trade examine their plans for intelligent young men who, within a period of two years, will be able to absorb and digest the training in the technical and practical aspects of leather making, as possible students for the course.

### L. D. Sheppard, Jr. Killed in Air Crash

Lawrence B. Sheppard, Jr., 26, assistant general manager The Hanover Shoe Co., Hanover, Pa., was killed June 15, when his plane crashed and burned 15 miles West of Philadelphia.

He is the son of L. B. Sheppard, Sr., president and general manager of the concern and president of the National Shoe Manufacturers Assn. His grandfather, H. D. Sheppard, is chairman of the board and one of the founders of the Hanover shoe firm.

All three Sheppards have been active in the world famous Hanover Shoe Farms, as breeders of trotting and pacing horses. H. D. Sheppard is also president of the Hanover, Pa., Evening Sun.

### Directors Ask Dissolution American Oak

Directors of the American Oak Leather Co., Cincinnati, Ohio, have recommended dissolution of the 63-year old sole leather tanning concern. A meeting of stockholders has been called for July 1, in Cincinnati to vote on the proposal, and also to vote on the dissolution of the firm's wholly owned Boston subsidiary.

William H. Mooney, president, asserted that declining business and the failure of the sole leather industry to keep pace with the shoe industry is the reason for the recommendation.

The firm is in good condition, said Mooney. On May 23, total assets were \$7,167,873. Sales in 1949 were \$12,326,015 and a net profit of \$415,734 was earned after taxes. Only common stockholders will be allowed to vote at the meeting.

### April Hide Exports Gain; Rawstock Imports Down

U. S. exports of hides, calfskins and pickled sheepskins during April were higher than a year ago while imports of all types of rawstock except shearlings were down from last April's volume according to the Tanners Council.

Cattlehides for the month were on a net export basis of 31,000 hides and calfskins and kips on a net export basis of 56,000 skins. For the year to date, the U. S. has exported 27,000 more hides and 125,000 more calf and kip than it has imported.

During April, main exports of hides were as follows: Canada—52,300; Germany—29,000; Belgium—

15,500; Japan—10,600; and Holland—4200. April hide import figures showed 56,200 from Siam, 12,500 from Canada and 2600 wet hides from Argentina.

April exports of calf and kip went mainly to Canada—59,180; Germany—14,950; Holland—12,425; Italy—9700; Belgium—5500; Switzerland—5000; and England 4,000. Imports showed 19,000 from Canada; 12,050 from Ethiopia; 8000 from Arabia Peninsula States; 5850 from the Union of South Africa; 5000 from Pakistan; and 4000 from Australia.

Except for sole leather, leather exports during April were greater than a year ago while imports of all major categories were down.

(000 omitted)

		EXPORTS				IMPORTS			
		April 1949	April 1948	1 mos. totals 1949	1948	April 1949	April 1948	1 mos. totals 1949	1948
Leather	Unit								
Sole	lbs.	6	25	975	119	28	192	222	1,187
Belting	lbs.	5	3	16	22	43	71	144	282
Upper	sq. ft.	3,249	1,999	20,613	7,855	251	261	1,679	2,682
Lining	sq. ft.	522	525	6,376	1,464	39	143	429	680
Glove, Garment	sq. ft.	261	228	1,519	1,246	21	115	432	888
Bag, Case	sq. ft.	92	29	170	136	22	452	47	1,695
Upholstery	sq. ft.	104	72	583	556	2	115	3	366
Rawstock	pieces								
Cattlehides		119	25	424	62	88	113	397	1,424
Calf and Kip		114	98	397	260	58	86	272	542
Goat and Kid		—	12	—	17	3,294	3,509	11,789	17,209
Cabrettas		—	—	—	—	171	280	1,054	1,494
Shearlings		—	—	—	—	92	29	307	527
Pickled Sheep		58	14	191	150	929	1,439	2,063	5,294
Woolled Skins		—	—	—	—	43	271	182	1,691

Shicca of California (Los Angeles) uses a platform in this shoe of Armstrong's No. 748 Cork-and-Rubber.



**No. 5050**—An extra firm cork composition. It is also used for wedge heels and other similar shaped pieces.

**No. 5040**—A medium firm cork composition. Holds straight sidewall better than do softer platform compositions.

**No. 5030**—Made of coarse cork granules. A medium dense platform that combines firmness with good flexibility.

**No. 2616**—A firm cork composition that is light and flexible. It is adaptable to many different shoe designs.

**No. 2601**—A soft, light cork platform. Also used in rubber footwear and in many types of sport shoes.

**No. 1114C**—The lightest, most resilient of all Armstrong's cork platforms. Used in high and low-priced shoes.

**RK-372** — (Cushion Cork®) is the top-quality cork-and-rubber platform. Very resilient, extra flexible.

**No. 748**—Extra firm, yet is resilient and flexible. Made of fine cork particles with a synthetic rubber binder.

**RC-386**—Firm, resilient. Popularly priced cork-and-rubber platform that holds a good edge on any equipment.

## Armstrong's 9 materials fill every platform need

No matter what your design or production requirements, you'll find the platform you need in Armstrong's complete line of platform materials.

Armstrong offers firm materials that will run through production fast with clean edges and straight side walls. Extra soft materials are made, too, for the ultra-comfortable luxury shoe.

One of Armstrong's firm materials, No. 748, is used in the shoe shown above. Made of cork and synthetic rubber binder, No. 748 platform makes a flexible, comfortable shoe. It is available in sheets approximately 26" x 50" and can be ordered in any desired thickness.

Ask your Armstrong representative for working samples and prices of any of these materials. Call him today. Or write Armstrong Cork Co., Shoe Products Dept., 8806-A Arch St., Lancaster, Penna. Available for export.



FLXICORK IS A REGISTERED TRADE-MARK.

## ARMSTRONG'S SHOE PRODUCTS

BOX TOE MATERIALS • FLXICORK • FILLERS • CUSHION CORK • CORK COMPOSITION

## Coming EVENTS

June 13-18, 1949—National Luggage & Leather Goods Week, sponsored by Luggage and Leather Goods Manufacturers of America, Inc.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J.

June 26-28, 1949—Second annual State of Maine Shoe Show, Bangor House, Bangor, Me.

July 10-14—Annual Convention, National Leather & Shoe Finders Assn., Hotel New Yorker, New York.

July 24-27, 1949—Baltimore Shoe

Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe

Travelers Show, William Penn Hotel, Pittsburgh, Pa.

Nov. 5-9, 1949—Southeastern Shoe Travelers Show, Sheraton, Bon Air Hotel, Augusta, Fla.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn., The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn., Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

## SUMMARY OF PRODUCTION: MARCH, 1949

Kind of footwear	Production (thousands of pairs)			Percent of change, March 1949 compared with		Percent of production by type of outsoles, March 1949		
	March 1949 (preliminary)	February 1949 (revised)	March 1948	February 1949	March 1948	Leather soles	Rubber or rubber composition soles	Other non-leather soles
SHOES AND SLIPPERS, TOTAL.....	44,726	37,039	44,852	20.6	-0.3	50.3	38.4	5.3
Shoes, sandals, and playshoes.....	41,165	34,160	41,500	20.4	-0.6	56.0	36.7	3.3
Men's.....	9,633	8,141	9,951	16.3	-3.2	61.7	36.0	0.3
Youths' and boys'.....	1,407	1,077	1,284	30.6	9.6	13.1	80.6	1.3
Women's.....	20,726	17,151	20,372	20.8	1.7	58.0	36.8	5.2
Misses'.....	2,866	2,389	3,074	24.2	-3.5	36.6	61.4	2.0
Children's.....	2,653	2,240	2,970	18.4	-10.7	48.4	49.5	2.1
Infants'.....	2,428	2,070	2,253	17.3	7.8	87.7	11.6	0.7
Babies'.....	1,332	1,112	1,598	21.6	-15.4	68.9	2.2	8.9
Slippers for housewear.....	3,077	2,497	2,601	23.0	9.9	59.5	9.5	31.0
Athletic.....	261	227	365	15.0	-28.5	93.1	6.5	0.4
Other footwear.....	223	185	184	20.5	21.2	69.5	18.4	12.1

Minus sign (-) denotes decrease.

## PRODUCTION AND SHIPMENTS, BY STATES: JANUARY THROUGH MARCH, 1948-1949

(All quantities expressed in thousands of pairs, value of shipments in thousands of dollars)

State	Production, shipments, and value of shipments					
	January-March 1949			January-March 1948		
	Production	Shipments	Value of Shipments	Production	Shipments	Value of Shipments
UNITED STATES, TOTAL.....	118,736	119,291	436,799	125,873	125,182	3489,785
Illinois.....	7,562	7,744	36,231	8,613	8,713	41,172
Maine.....	7,098	7,429	24,163	7,174	7,200	25,446
Massachusetts.....	20,767	20,775	76,096	22,676	22,555	87,349
Missouri.....	15,238	15,268	65,534	17,458	17,504	75,946
New Hampshire.....	10,408	10,494	36,092	10,326	10,377	38,061
New York.....	20,239	20,305	64,405	21,469	21,294	73,881
Ohio.....	4,614	4,877	22,738	4,741	4,644	24,597
Pennsylvania.....	10,931	11,079	30,164	10,511	10,229	30,315
Wisconsin.....	4,220	4,216	22,425	4,664	4,624	25,761
Other States.....	17,659	17,104	58,931	18,041	17,642	67,257

# *In Rochester too!*

## FROM OUR RASP AND FILE COMES TOP-NOTCH STYLE



**CHARLES A. DOMAIRE**  
*Head Modelmaker*

**GEORGE BAKER**  
*Superintendent*

**M. P. ZENT**  
*Assistant to Manager*

**E. M. HARRIS, Jr.**  
*Office Manager*

**W. T. NOWACK**  
*Manager*

**PAUL H. JACOBS**  
*Salesman*

**H. T. WOOD**  
*Salesman*

**W**ill a shoe fit? Will a style move? How's the market for this and that—north, south, east and west? When manufacturers ask these and other basic last and footwear questions of the men of the Empire Branch they get a sound and helpful answer.

A happy combination of field, factory and desk men, their styling is imaginative, their experience is solid and their sources of information are extensive and reliable. Whether the order involves a single pair of lasts or a large run of sizes, these men stand ready to meet your demands.



**UNITED LAST COMPANY**  
BOSTON, MASSACHUSETTS

# SPOT

## News

### Massachusetts

● The partnership previously existing between Amada Cuetara and Rafael Cano of Amado Cuetara & Co., Boston footwear wholesalers, has been dissolved, it is reported. Business will be continued on the individual account of Amado Cuetara using the same trade style.

● Fobner Shoe Co., Inc., has opened at 108 Washington St., Haverhill, to manufacture California wedgies retailing at \$2.95. Henry Shaller is president, stylist and manager and Ben Orlick treasurer of the firm which plans eventually to produce 1000 pairs daily.

● Jacme Shoe Co., Inc., Boston footwear wholesalers, is reported to have moved to 169 Lincoln St.

● Ted Poland, representing Belco Shoe Co., Sudbury Shoe Co., and Linden Shoe Co., is enlarging his offices at 111 Lincoln St., Boston. Two new rooms are being added to provide more display and sales space.

● Dainty Maid Shoe Co., Haverhill, has discontinued the manufacture of California Process shoes and will concentrate on its line of Compo dress shoes in medium and higher price lines.

● Phenny Smidt Leather Co., Peabody leather finishers, recently moved from 141 Lynnfield St. to 21 Caller St.

● Little Folks Shoe Co., Haverhill, is sending circulars to the volume trade illustrating 18 of the firm's styles in misses', children's and infants' shoes.

### New Hampshire

● Sundial Shoe Co., Manchester, a branch of International Shoe Co., has added several new lines of shoes. Children's cowboy boots are being made to retail at about \$7.95. Also in children's and misses' shoes is a line of \$5.95 retailers made with a combination welt and stitchdown process. Many of these have solid crepe soles. A new line of women's novelties has also been added to retail from \$6.95 to \$9.95. The line includes flats, platform shoes, shell pumps, walking oxfords and other styles. In the men's field, a line of Cush-N-Rest shoes has been added to retail at \$10.95. The shoes feature stitched toes and crepe soles.

● M. Sibulkin Shoe Co., Manchester, has opened a new sales office at 186 Lincoln St., Boston. Harold D. Ashe is in charge of the office.

### Maine

● Dedication of the new shoe factory

at Belfast will be held on the July 4 week end. Senator Owen Brewster and Representative Charles Nelson will attend the ceremonies which will include a ball game and parade. Production at the factory is expected to begin very shortly.

### New York

● Howard Footwear, New York City footwear manufacturers, is reported in the process of liquidation. The plant is also reported for sale.

● Nash, Inc., manufacturer of small leather goods and Plastone products, is opening a showroom at 358 Fifth Ave., New York City.

● Reual, Inc., Brooklyn women's shoe manufacturers, has changed its name to Lauer, Inc., it is reported. A subsidiary of M. Lauer, the firm will concentrate on shoes retailing from \$18.95 to \$22.95 while the parent company will make the higher priced lines retailing from \$20.95 to \$32.95. The Brooklyn firm has a capacity of 700 pairs daily while the New York factory produces 200 pairs daily.

● Harry Greenspan, formerly treasurer of Arad Shoe Mfg. Corp., New York City, has resigned and sold his stock interest to Herman H. Knowl, now president and treasurer of the firm, it is reported. Knowl's wife, Alice, is secretary. The firm manufactures California leather and fabric casuals and leather and satin slippers, using the trademark "Aradettes".

● The Brushton plant of Northern Footwear Corp. is reported to have been purchased by A. R. Elliott and his son, Fay, of Brushton. A corporation is being formed and a new name will be selected for the firm which will manufacture low and moderately priced footwear. Elliott is the former manager of the Northern Footwear Corp. Part of the Paul D. Earl footwear interests, now for sale, the Brushton plant has been idle since Jan. 1, 1949.

### Connecticut

● Allan Shoe Mfg. Co., Inc., manufacturers of children's stitchdown shoes, is reported in the process of being organized in Norwich.

### Pennsylvania

● Liquidation of Keystone Slipper Co., Inc., Philadelphia slipper manufacturers, has been completed. All obligations have been paid in full and operations discontinued.

● Principals in the Johnstown leather and findings wholesalers, have reported that they are liquidating the business and intend to complete the process by June 30.

● Pennsylvania Salt Mfg. Co., Philadelphia, has announced formation of a new sales district covering New York, New Jersey, eastern Pennsylvania, Maryland, Delaware to provide more efficient service by its Special Chemicals Division. The new territorial arrangement known as the Philadelphia District comprises New York

State, Newark, Philadelphia and Baltimore. Horace F. McIntyre, is district sales manager. J. W. Beaver, Baltimore representative has been transferred to the Philadelphia territory.

### Wisconsin

● Four Wisconsin plants of the Mid-States Shoe Co. were scheduled to close during this past week due to an overstock of shoes. The closing was expected to last one week and would affect some 900 employees at Milwaukee, Waupun, Watertown and Waterloo.

### Missouri

● The Merva and Cedar plants of International Shoe Co. were scheduled to resume full operations on June 1 after a week's vacation shutdown. The plants make a line of men's welt dress shoes.

● Maisak-Handler Shoe Co. is reported to have moved all of its office and factory to Marquand. The firm manufactures baby shoes.

● Thomasetti's Shoe Inc., Sedalia, is reported again offering its line of women's casual shoes to retailers after the line had been withdrawn a year. The line is priced at \$3.60 to \$5.10 wholesale. The firm recently completed a contract with Paramount Shoe Mfg. Co. and Deb Shoe Co. Contrary to reported rumors, Thomasetti's is definitely not going out of business.

● A group of shoe credit men under the sponsorship of the St. Louis Shoe Manufacturers Assn. and the Credit Interchange Bureau of the St. Louis Assn. of Credit Men was recently organized to meet on the third Wednesday of each month. W. C. Smith of the Peters Branch of International Shoe Co. is chairman and R. F. Byrne of Monogram Footwear, Inc. is vice-chairman.

### Texas

● Monogram Footwear, Inc., St. Louis, recently opened a sales office in the Fidelity Bldg., Dallas. L. Paul Boutin will make his headquarters there displaying the firm's complete line of casual, play and evening shoes.

### Canada

● Clair Shoes, Inc., Montreal, has been adjudged bankrupt and a custodian appointed, it is reported.

● Fashion Shoe, Salmon Arm, B. C., has made an assignment under the Bankruptcy Act and the Canadian Credit Men's Trust Assn. has been appointed custodian.

● American Shoe Co., Toronto, owned by Joseph Sommerstein, has been discharged by order of the Supreme Court on Ontario under the Bankruptcy Act, it is reported.

● Stand-Grad Shoe Co. of Canada has begun the first Prairie manufacture of babies' and children's shoes at plant in St. James, Manitoba.



# Shoes

## A New System For Classifying Lasts

By Prof. Stanley G. Shuttleworth

Director, Leather Industries Research Institute, So. Africa

Out of a national foot-measurement survey of 10,000 boys comes a new system for grading lasts which results in shoe manufacturing economies and much improved fittings. American mfrs. take note of what can be done here in the U.S.

**T**HE WRITER proposes to give a brief outline of some results of the national foot-shape survey at present being carried out in South Africa, with the hope that the efforts of the South African Footwear Manufacturers' Federation may inspire American industry to provide the financial backing to enable their own footwear technologists to carry out a similar survey.

The South African foot-shape survey results lead to suggestions for a new system of classifying lasts which embodies some of the fitting characteristics which Wm. A. Rossi (*Podometrics*, 1947, The Rumpf Pub. Co.) stresses as of fundamental foot comfort importance, and, although we cannot advise America regarding the dimensions required to fit American feet, there is no reason to believe that the frequency curves of foot dimensions will vary greatly from one nation to another. Our results so far are based on a survey of 10,000 boys' feet, covering ages from 6 to 16 years, which amounts to one foot out of every twenty five of the South African boys' population. We have found that the distribution curves of foot types do not change with age, so that we are able to forecast, with reasonable certainty, the approximate distribution of adult foot types. *Perhaps one of the most interesting discoveries of our survey is that the full range of nine American width fittings from AAA to EEE*

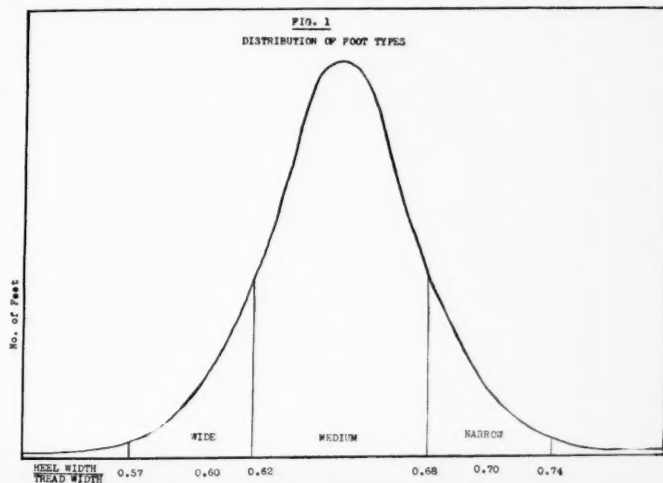
*will fail to fit the heels of at least 44% of the population if based on a single last type.*

### Distribution Curve

Fig. 1 shows the distribution curve of population against a single foot dimension, viz. the heel width-tread width ratio, which determines whether the foot is of the wide, medium or narrow angle type. It is apparent from this curve that if the feet are divided into three types, i.e. narrow, medium and wide focal angles, more than half the population will have

medium angle feet, and the remainder will be equally divided between the narrow and wide angle feet. Most footwear factories are already well aware of this type of distribution curve from their sales records, where the medium sizes and fittings constitute the major proportion of the population requirements.

One of the most important results of our survey has been that most of the foot dimensions vary independently. Examples of this are that by sorting feet into length sizes, each size requires a full range of fittings



to cover the joint girth variations and by sorting feet into angle types, each type requires a full range of sizes and fittings. We selected fourteen characteristic dimensions recorded for 9,000 feet, arranged these in order of fitting importance, and, after allowing reasonable tolerances, sorted to select the average foot. After sorting and re-sorting nine times for average feet in nine of the thirteen dimensions, only four feet were left, each of them differing from the averages in the remaining five dimensions.

Mathematically it can be shown that if 40% of the feet possessed average dimensions in any one particular dimension, then only six feet out of ten thousand would possess average dimensions in all of eight respects, provided that each dimension varies independently. It is thus evident that foot dimensions mostly vary independently of each other, so that for perfect fitting each foot requires a different last. To some extent the manufacturer is aware of one example of this variation in that each shoe size requires a wide range of fittings to cover the variations in joint girth.

### Some Latitude Permitted

Fortunately, however, the situation is saved for mass production by the plasticity and flexibility of leather, which can be adapted by the foot to accommodate some of the variations from the average. Furthermore the foot itself has a degree of compressibility and accommodation which permits latitude in some of the dimensions. Finally it may not be necessary for the shoe to fit closely to the foot in all dimensions, so that a snug fit in certain respects may be all that is required, assisted by the cut of the shoe and the extent of adaptation due to elasticising or the use of laces or straps.

In considering which dimensions should be selected as most important in providing foot comfort and health, it seems desirable to stress the dual nature of shoe construction. There is a highly adaptable flexible upper and a relatively rigid sole. It would appear that primary consideration should be given to a fitting system which enables the foot to bear a reasonably close relation to the sole of the shoe. Three factors appear to be most important in governing this relation, viz:

(a) **LENGTH OF FOOT.** It is generally conceded that length fitting to the nearest 0.33 inch (whole size) or even the nearest 0.165 inch

(half size) is important, even though an overall difference of at least two sizes exist between length of shoe and length of foot. The advantages of accurate length sizing are largely offset by the non-availability of various width fittings in many classes of footwear. For example, a boy having a comparatively long, thin type of foot will tend to be fitted short owing to the lack of footwear to suit his foot, with consequent foot distortion during subsequent growth. On the other hand, less damage may be done to the short fat foot which has to be fitted with a long shoe, the main disadvantage being that the arch and instep of this foot will be misfitted and may suffer. For these reasons it is suggested that the extra lasts provided for half sizes could well be substituted by providing for width variations in the foot.

### Width of Tread

(b) **TREAD WIDTH.** In the American system, the length of the foot is measured from the inner joint to the heel, and the foot is matched to a shoe of similar ball-to-heel length with a range of nine tread-width fittings, the stress being on correct ball-to-heel length combined with correct fitting at the joint. This system is a great step forward in classifying foot types, but makes no attempt to fit the heel. A foot with a high tread width-heel width ratio may have a heel which is over a quarter of an inch too narrow across the seat for the shoe designed for the average foot, and the foot with the low tread width-heel width ratio may have to be forced into a shoe with a heel seat width which is far too narrow, thereby distorting the shape of the heel.

It is suggested that some sacrifice can be made in the accuracy of the American system, which fails to fit the heels of about half of the population. By reducing the nine American width fittings of 0.1 inch accuracy of tread fitting to three fittings separated by 0.2 inch tread width ( $\frac{1}{2}$  inch joint girth) reasonable comfort could be provided by wide, medium and narrow fittings, intermediate feet being catered for, if necessary, by alterations in length sizes fitted; i.e. increasing or decreasing the difference between shoe and foot sizes. The economy of fittings thus attained could then be used for classification of feet into angle types.

### Focal Angle

(c) **THE FOCAL ANGLE.** The Di-

rector of the British Boot, Shoe and Allied Trades Research Association has shown that both the plan and profile of the foot can be drawn with surprising accuracy from a knowledge of the focal or sole pattern angle plus two other dimensions, and has laid great stress on the importance of this focal angle in foot fitting. Rossi has devoted two chapters of his book to emphasizing the importance of the sole pattern angle, and has recommended the use of this angle to type feet. We prefer the use of the tread width-heel width ratio, which gives almost the same subdivision into foot types, but has the advantage that it is not altered by proportional grading of the insoles and lasts, and does not change with growth after the age of six years. Furthermore our survey results have shown that the angle of the tread line changes with the tread width-heel width ratio, due to the relation between this ratio and the heel to outer joint length.

In addition, the important long heel girth measurement is partly determined by the tread width-heel width ratio. Thus if feet are correctly fitted in terms of length, tread width, and tread width-heel width ratio, they will be correctly fitted across the heel seat and the fitting of the shoe will be improved in terms of the long heel dimension and the angle of the tread line, both of importance to foot comfort.

### Recommended System

An improvement in the American system of fittings could probably be effected by altering the type angle for alternate fittings e.g.

Fittings AAA, A, C, E, EEE, Narrow angle type.

Fittings AA, B, D, EE, Medium angle type.

or

Fittings AAA, B, E, Narrow angle type.

Fittings AA, C, EE, Medium angle type.


Fittings A, D, EEE, Wide angle type.

This system would involve *no increase in number of lasts*. A better system would probably be to use half sizes for a change in angle type by making full sizes on medium angle type lasts and half sizes on narrow angle type lasts. It should be noted that the narrow angle type implies a relatively wide heel-seat width.

The system recommended by us involves a broader classification of

(Continued on page 25)



A black and white illustration of a shoe, possibly a loafer, with several snakes coiled around it. The snakes are depicted with detailed scales and are positioned in a way that suggests they are interacting with the shoe. The background is dark and textured.

# They're all Allergic ...to Vapor

## They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practices your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

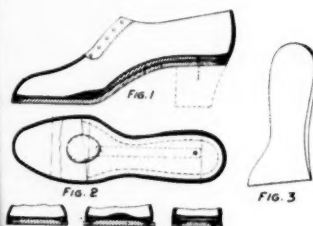
# Beckwith

## Shape-Retaining Turn

Figure 1 opens up an interesting new invention in Turn structure based on adding strength to the Turn to prevent the spreading of the shoe so characteristic of Turns. This characteristic arises from the need to turn and shape up the shoe in a relaxed condition. Though the turn is lasted tightly inside out, the process of turning does loosen sufficiently to place it within the group of relaxed shoes.

Figure 2 gives an overhead view of the same structure shown in Figure 1. At this point the assembly of the parts in this construction may be observed. For example, in Figure 1 the sock lining, metatarsal insert, shank piece, and a special insole may be studied. Figure 3 shows the same assembly from an overhead view.

But the stitching shown around the edge of the sectional insole shown



in Figure 2 introduces the key to this construction. A more comprehensive understanding may be gathered from the sectional insole shown in Figure 3. This insole extends from the heel end to the under center of the metatarsal pad. The insole is bevelled at the front end so that no bulge or gape can be felt through the sock lining always employed in Turn structure to fill the gap between the seams and to rest over the pounded down stitches of the Turn stitcher. In conventional Turn structure, a filler is used, but apparently such a filler fails to show up here.

The key to this new Turn becomes more striking as soon as the sectional insole is cemented and there is stitched through and through the sole—all this after the shoe has been turned.

The next step is that of attaching the heel in the accepted manner. And this construction now shows its value immediately upon wearing, depending on the firmness of the sectional insole—a construction fine, strong, and glove-fitting in the shank

as any well-made Goodyear welt. In short, the strength and shape-retaining virtues of a Welt in conjunction with the flexibility and protection of a Turn.

Here is a new Turn construction that owing to the rigidity of the stitched-in sectional insole gives utmost support in the shank and about the instep and absolute flexible comfort found in no other process. The inventor has introduced a method that sustains the shapeliness in the shank, adds wearing virtue through elimination of stretch, and support for the heel.

(Inventor: David D. Walker, Malden, Mass.)

## Prefabrication Of Sole And Heel

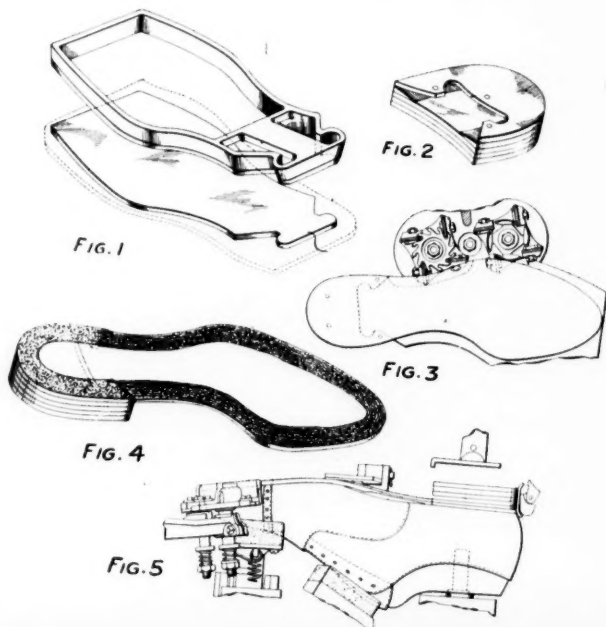
The die and sole shown in Figure 1 are merely the first steps in constructing this new process. Included in this first step is a method of rounding out the sole, illustrated in Figure 3, in reality a pair of high

speed cutters to create the required shape. This idea is not new. Still, the finished product is quite new, the dotted lines in Figure 3 show how most of the heel part has been cut away and left in shape for insertion into the cavity of the heel illustrated in Figure 2.

There are several advantages: less consumption of leather; the unification of heel and toe making for fewer operations and less handling; and other features.

After these first steps, the sole and heel are finished with edge trimming and heel trimming and scouring, after which even the edges may be blackened and edge set. Figure 4 shows all these steps including the coating of cement preparatory to attaching; and Figure 5 illustrates the sole and heel combination in process of attaching to the bottom. In this latter illustration note the gauges by which correct alignment of the unit is obtained.

With minor modifications this prefabricated idea might be utilized in



# Shoemaking

other than cement attaching, as Goodyear Welts. There might not be the exactness of edge trimming and heel finishing; the soles and heels would have to be attached to the Welt in a more unfinished state. But even so the idea is still good. No loose nailing, a minimum of heeling either from the inside or outside of the shoe, and an increased exactness in shoe structure.

Another feature not too obvious is that this prefabricated sole unit may be molded, particularly in the shank area. This molding tends to give support to the weight through closer integration of the outsole to the insole and shank shaped to the last.

(Inventor: Lewis J. Bazzoni, Swampscott, Mass.)

## Practical Higher Heels

Figures 1 and 2 demonstrate how a 32/8 heel may be made in perfect balance, a height rarely if ever attempted with the symmetry and grace of these two shoes. The two important features in this unique construction are embodied in what appears to be a metatarsal bump, and a kind of platform apparent in both shoes. In Figure 1, the platform is shown



lasted under the upper lasting allowance, thus completely obscuring the platform from view. Figure 2 shows the same platform attached in the conventional manner.

The one important feature of this platform is the wedge-like construc-

tion, with the thin edge of the bevel at the toe end. The degree of this bevel determines not only the pitch of the heel but makes possible an increase in the height of the heel. Were the heel made to meet the angle or pitch provided by the same shoe bottom without the bevelled wedge, a much lower heel with an undesirable pitch would result.

Figure 3 pictures a last. Here is given reason for the intaglio of what appears to be the opposing cavity for metatarsal pad correction; but though this may serve in such capacity, the real function of this bump and depression is to hold the ball of the foot in a secure position and not let the foot slide into the toe. In this way, the body is sustained in consistently stable balance when wearing high-heeled shoes.

Figure 4 offers not only a comparison to other methods of attaching and making high-heeled shoes, but confirms the efficiency of this technique. The evidence of this is in how even with a lower heel the need is to pitch the heel more at the bottom and backwards. The rest of diagram 4 proves graphically the possibilities in shoe structure when balance of the body is given deserving consideration.

(Inventor: Andre Perugia, Paris, France; assigned to I. Miller & Sons, Inc., New York.)

## Silhouette California

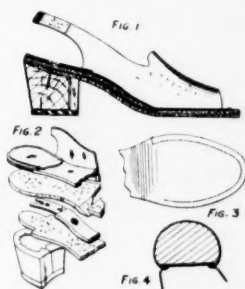
These illustrations disclose the popularity of the Silhouette Goodyear Welt that now has invaded the California field. Figure 1 illustrates a shoe of conventional California construction, open toe and heel, sock lining, wrapper, and stuck-on outsole. The only distinguishing feature not conventionally California is the wide edge of the forepart.

Figure 3 discloses the object of this wider edge, a surface on which the Goodyear stitch from ball to ball as shown in the illustration.

Figure 4 verifies the construction in profile, also showing that a more-than-usual rigid sock lining or insole is introduced, though there seems no particular reason for this practice

unless to add support when Goodyear stitched.

It is the assembly in Figure 2 that should be studied in complementary relationship to Figure 3, for this is the center of attraction in this construction. Apparently this midsole of Figure 3 is considerably wider than the usual platform or midsole used in California shoes. This plays



no more important part than to afford sufficient room for table support on the Goodyear Stitcher.

Referring to Figure 4, this wider wrapper is flared out to lie on the wider surface of the platform to be attached in sequence of operation, after which the wrapper is lasted to the bottom in the customary manner.

It is not difficult to visualize the complete assembly—outsole attached with cement and later stitched to the wrapper or welt, and through the midsole or platform.

A closer scrutiny of the construction in Figure 1 will disclose that the midsole is bevelled at the ball. In other words, the platform or midsole does not go the entire length of the shoe in one piece but is broken or cut in halves and jointed by complementary bevels, as disclosed in Figure 2. This guarantees that the California of this construction has all the mobile flexibility of the Goodyear Welt.

There are shoemaking difficulties apparent in this new construction, one of which is the action of the Goodyear Stitcher in the presserfoot clamping of the parts in the stitching operation and the danger of too much bite into the upper material owing to looser upper construction not utilizing lasting to the wood. But these can be overcome by careful relasting and careful wrapper lasting.

(Inventor: Wm. Michael Fennessy, Carlisle, Pa.; assigned to Carlisle Shoe Co., Carlisle, Pa.)

# Foreign News And Markets

## Australia ...

The country now has about 154 tanneries compared with 132 in 1939. These tanneries employ around 5,400 workers, have an annual output valued at about \$40,000,000 a year. New South Wales has the most tanneries—77, and Victoria is next with 43.

In 1947 the tanneries consumed 2,488,500 cattlehides; 1,625 horsehides; 101,000 "other" hides; 1,440,000 calfskins; 938,000 goatskins; 2,738,000 sheepskins; 145,000 marsupial skins; 2,151,000 tanned pelts; 11,800 tons of wattle bark; 810 tons mallet bark; 1,220 tons of "other" bark; 27,508,096 pounds of vegetable tanning extract.

In 1947 the tanneries produced 37,500,000 sole and belting sides, harness, skirt, bridle and stirrup sides; 3,806,000 square feet of whole hide upholstery leather; 3,160,000 square feet of side upholstery leather; 1,488,000 square feet splits upholstery leather; 10,981,000 sq. ft. of dressed calf leather; 4,107,000 sq. ft. dressed goat leather; 16,470,000 sq.

ft. dressed sheep leather.

The country has only four tanneries with 200 or more employees each; nine have 100-200 employees; 13 have 50-100 workers each; the remainder have fewer than 50 employees each, with two-thirds of all the tanneries having five to 50 workers each.

Hide and skin exports in 1947, in pieces, were as follows: calf, 5,187; cattle, 117,000; horse, 31,800; sheep with wool, 18,190,000; sheep without wool, 2,538,000.

There is a current surplus of sole leather but a shortage of certain upper leathers, chiefly those made of calf and yearling skins. There is a boom demand for kangaroo skins, chiefly from the U.S. Producers are having a peak year. Subsidy payments on hides are up 10 percent. Subsidy is now 140 percent on appraised prices. Demand for shoe leather this year is expected to stabilize at about 15 percent above prewar. In 1938-39 tanners used 20,834,000 pounds of sole leather, and 32,660,000 square feet of upper leather.

Melbourne is the largest shoe manufacturing center. The country's shoe pro-

duction is now running at a rate of about 17.5 million pairs a year, compared with 13 million pairs prewar. There are mass-producing plants making all types, and some specializing. Shoe prices are up about 30 percent from prewar. Per capita shoe consumption is up to 2.5 pairs as compared with 2.1 pairs in 1939. Shoes accounts for 15,000,000 pairs, sandals for 2,000,000. Shoe labor costs represent about 40 percent of total unit costs. Average output of all shoe factories is about 45,000 pairs each yearly. Due to the lack of variety of leathers and trimmings, shoes for export have not been successful in foreign markets. There has been an overproduction of cheap shoes, with a shortage of higher grades, due chiefly to a scarcity of better grade leathers.

Imports of shoes are sharply restricted by high tariffs, though some high grade footwear (non-competitive with home products) come in. In 1939 imports amounted to 715,000 pairs, but now amount to only 50,000 pairs, of which 21,000 are slippers. There are 604 factories making shoes. Of these, 30-50 percent employ more than 20 workers. Of the remainder, most are composed only of one or two men and a machine. All hide, skin, leather and shoe prices are government-controlled.

Lack of sufficient export markets has forced a decline in leather production and is causing a serious amount of idle plant. Before the war, Australia exported about 15 percent of its leather output. Now some of these markets have closed. Also, automobiles, which before the war were chiefly leather-upholstered, are now upholstered with plastics and other synthetics to about 50 percent of total car output.

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As of October, 1949, manufacturers of leather goods will be required to have their firm names stamped on the product—handbags, gloves, sporting goods, and all other leather articles. The entire industry has until October to dispose of all non-branded leather goods.

The government is also re-introducing a wartime regulation requiring shoe manufacturers to place their name on shoes and slippers and describe the materials used.

The objective of this new government regulation is to prevent the sale of shoddy goods and misrepresentation. The subject has been under discussion for some time, has crystallized because of the many one-man shops that have sprung up since war's end and manufacturing shoddy goods represented as better grades. Also involved are some manufacturers who "farm out" work to homes, paying below-normal labor rates.

### Scotland ...

Tanners are actively seeking business as competition is back to prewar norm. Tanners are reluctant to extend credit, as payments have been slow. Buyers are demanding better quality than the goods being offered in many cases. Tanners evade this by pointing out that the purchase of hides is out of their jurisdiction. There has been a shortage of quality leather.

Shoe business is back to prewar standards. Trade is dull, due largely to consumer resistance to quality and prices. The leather goods trade is also dull. The heavy "purchase tax," similar to our luxury tax, on leather goods is having an adverse effect on sales.

### New Zealand ...

In the recent sheepskin auctions, prices were up 10-15 percent. This met with significant reaction from U. S. tanners, because American sheepskins have been short in supply. New Zealand's sheep population is about 20,000,000. Its cattle population is 4,800,000, compared with 4,440,000 in 1938. Production of cattlehides in 1948 was 858,172, of which 490,000 were exported. There have been some shipments of reptiles, the first since the war, coming in.

Skinner labor continues to be scarce. The government has banned imports on shoes, gloves, leather bags and several other leather items, except in cases where local trades can show that domestic producers cannot meet local demand.

### Canada ...

There will be an appreciably lower slaughter and hide production this year. Present hide inventories are low. ECA purchases of Canadian hides has affected Canadian tanners and domestic hide prices. Though Canada is normally an importer of hides, via ECA it has now become an exporter of heavy amounts of hides. Also, much choice Canadian cattle has been going to the U. S. Canadian tanners, like U. S. tanners, feel that ECA funds are not being used properly by foreign hide and skin buyers. The latter are buying hides and skins at higher prices and storing them in warehouses as collateral against their shaky domestic currencies.

The trend here, as in many countries

throughout the world, has been away from leather belting, due chiefly to changes in industrial motor equipment.

Canada is planning to develop domestic tanning materials sources via an industry-sponsored and government-supported research program. In 1947 Canada imported \$3,600,000 worth of vegetable and chrome tanning materials. She produced only one percent of the total vegetable tanning materials used, and no chrome, though Canada has numerous chrome mines.

Shoe production last year was 31,000,000 pairs, a 13 percent decline from 1947, and 28 percent below 1946. It is hoped that 1949 production might hit 34,000,000 pairs. Substitute soling materials have been making strong inroads, especially in the cheaper grades where as much as

40 percent of these types contain synthetic soles. Sole leather tanners are relatively helpless to compete due to high hide prices and to wages which have doubled since petwar.

Average weekly payroll in the leather and leather products (excepting shoes) industry is \$935,000; in the shoe industry, \$563,000.

Tanning materials imports for 1948, in hundredweight, (with 1947 figures in parenthesis) were as follows: camwood and sumac extract, 400 (2,800); logwood and fustic extract, 3,000 (3,300); quebracho extract, 120,000 (250,000); terra japonica, gambier, cutch, 1,200 (950); chestnut extract, 4,500 (96,000); spruce extract, 13,000 (29,000); myrobalans, 2,600 (1,100); wattle extract, 20,000 (72,000); hemlock, 1,700 (5,000).

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## Technical Tips To Shoe Foremen

### Economy Of An Oil Can

The machine operator explained to the foreman, "When I left the machine yesterday, it was going good, and now it's stuck."

The service agent arrived shortly, made an examination, stated that the machine, a Welting Machine, was "frozen" on the main shaft, either within or close to the stop motion housing. The removal of the housing and the standard revealed a cold weld on the main shaft. This kind of a weld has to be cut out from under with a cold chisel, and the shaft or part again smoothed with emery cloth to a polished surface. At the close of the day the machine was again ready for work.

The foreman demanded that the agent disclose some reasonable cause for this loss of time. The agent explained that an oil passage opening from the top of the standard to the shaft was plugged with a combination of dirt and gum.

Nothing is scarcer in a shoe factory than a modest and unblushing oil can. Only on occasion does the foreman find an operator who will admit possession of an oil can. Some foremen succeed in introducing the oil can fad. Yet even in such cases, the operator often feels the urge to compromise by cutting off in half the snout of the oil can. The idea is to stimulate a ready flow of oil quickly.

This splash system of plastering a machine with oil has definite drawbacks. It can do more harm than good, keeping in mind that only when the machine is in motion dirt and dust and fumes in the room held in suspension. Then, the indiscriminate use of oil greatly adds to gummy filth that eventually clogs oil holes and lines. The operator should twice a day apply oil exactly, not sloppily, into each of the oil openings with which all machines are provided.

The operator often tries short cuts. One of these is to bathe his machine weekly with kerosine, gasoline, or some similar cleaning agent. Aside from the fire hazard, this practice may clean off surface scum and dirt and cause it to flow off the machine motions, but all this shortens the life of the machine. Consider the effect of the non-lubricating and friction

and abrasive action of kerosine; and consider what can and does happen to parts needing the finest of bland and heat-resisting lubricants that suffer this kerosine treatment. Oil with greater viscosity than kerosine cannot penetrate to those surfaces already reached by the kerosine.

The use of compressed air lines can also cause similar damage, cleaning only the machine surface by driving the grit and gum into the moving parts for deteriorating abrasive damage. This process of wear may not show for weeks or months, but there can be no escape of the eventual damage to the machine.

From time to time, all moving machinery needs to be taken apart sufficiently to enjoy a thorough cleaning. At this time all oil holes and lines require careful cleaning. And here is a good time to replace worn parts.

An oil can for each machine, cleaned and oiled faithfully once or even twice a day, may impress the operator as a waste of time. Nevertheless, such procedure may be expected to reduce cost of machine parts 20 percent, increase production, and improve quality.

—By L. H. LaRouche

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## Lasts . . .

(Continued from page 18)

ittings than that used in the American system, so that the tread width is fitted to the nearest 0.2 inch (instead of 0.1 inch) by three fittings to provide for wide, medium and narrow angle types. From our survey data we find that the distribution of American adult feet will probably be roughly as indicated in accompanying table.

### 9 Lasts Cover 93%

This system of nine lasts per size covers about 93% of the population. By choosing the five lasts, WM, MN, MM, MW and NM, it is possible to provide reasonable fitting comfort to 67.4% as against only 56% provided by the American nine-last system which ignores the angle type. Our survey results have proved that the American fitting system based on tread width fails to provide the recognized essentials for heel fitting of more than half the population. The introduction of angle types permits a reasonably close similarity of the inflexible sole of the shoe to the plan of the foot, and although the tread line angle and the long heel girth are not entirely related to the focal angle type, a better average fitting in these respects is also secured if last construction is based on foot-shape data which provides the average tread line angle and long heel girth for each angle type and fitting.

### Instep Girth

One important dimension which has been neglected in this discussion is the instep girth. The importance of variations in this girth can be reduced by giving the shoe a low cut, by elasticising, or by means of laces or straps. However our survey results show that the present system of making the instep girth differ by a fixed amount from the joint girth is incorrect, as the joint girth-in-step girth ratio varies for each fitting. In other words the present American fitting system could be improved from foot-shape survey results to give better instep fitting.

In general it should be noted that although each foot dimension varies in a manner which is mostly independent of the other dimensions, there is an indirect relationship between them. For example, if all

#### DISTRIBUTION OF FOOT TYPES

	Wide			Medium			Narrow		
Angle Types (3) .....	22%			52%			22%		
Fittings (3) .....	26%			42%			26%		
Combined (9) .....	5.7%	+ 9.3%	+ 9.3%	13.5%	+ 21.8%	+ 13.5%	5.7%	+ 9.3%	+ 5.7%
	WN	WM	WW	MN	MM	MW	NN	NM	NW

shoes were made to one length size, the number of width fittings would be greatly multiplied. Thus by providing reasonable accuracy of fit for length size, tread width, and angle type, better fitting can also be secured for joint girth, instep girth, long heel girth, and tread line angle.

In conclusion, it should be stressed that the introduction of a system on

the lines suggested above should be based on a thorough survey of American foot shapes, in order that all dimensions of the last may be capable of providing comfort to the maximum proportion of feet. There is a real danger that over-standardization of lasts may result in a smaller proportion of correctly shod feet.

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# LABOR NEWS

Close to 350 employees of the **Penobscot and Old Town Shoe** companies, Old Town, Me., members of the **United Shoe Workers of America, CIO**, went on strike this week after voting 335 to 8 for a strike. According to George Fecteau, district representative of the union, no agreement could be reached after six months of negotiations.

Michael Pilot of Bangor, attorney for the two firms, reported that about 150 employees entered the plant after the strike vote despite the setting up of picket lines. Several instances of violence were reported. The union is asking for a wage increase, paid vacations, a higher minimum wage rate and other benefits.

An election held at the Vandalia, Mo., plant of **International Shoe Co.** resulted in a vote of 56-21 in favor of the **United Shoe Workers of America, CIO**, according to Dave Wilson, regional representative. Of 81 eligible voters, 77 votes were cast and 21 voted for no union.

Members of the **Fulton County, N. Y., Consolidated Cutters and Shavers Union** voted unanimously recently to accept a new contract calling for the same wage scale as one which expired April 1. Under the new contract which affects more than 600 employees, wages may be reopened for negotiation Dec. 1 by either party.

The Union originally asked a 10 per-

cent wage boost across the board. At a second meeting of the negotiators, the manufacturers asked the union to accept a 15 percent reduction.

Shoe Union officials are now studying a recent decision of the U. S. Supreme Court in refusing to review a decision of a U. S. Court of Appeals upholding an NLRB order concerning pension and retirement plans. The order, now clearly given the force of federal law, had declared that pension and retirement plans are no longer merely "fringe issues" but are within the circle of subjects on which employers hereafter must bargain collectively.

The **United Shoe Workers of America, CIO**, recently set up a committee to make a thorough study of existing pension plans in various industries, and to report to its Executive Board next Nov. At a press conference early last month, a union official declared that eventually, possibly in 1950, the union would have "a national policy" on pension and retirement plans as part of labor negotiations.

Employees of the **Regal Shoe Co.** are still on strike in Philadelphia. A court hearing was held on June 7 concerning the injunction secured by the company against members of **Local 811 of the Retail and Wholesale Shoe employees Union, AFL**. The injunction was not enforced and picketing is con-

tinuing at all Philadelphia Regal Stores. No negotiations are in progress at this time and a settlement is not in sight.

Close to 925 employees of **Panther-Panco Rubber Co.**, Chelsea, Mass. manufacturers of soles and heels, have returned to work after a three-weeks strike. The strike was ended after employees at the firm's plants in Stoughton and Chelsea voted to accept an agreement effected between the company and the **United Rubber Workers of America, CIO**.

Terms of the new agreement include a wage raise of six-cents per hour for piece workers and five-cents hourly for day workers, plus other benefits including sickness insurance of \$20 weekly for male employees and \$15 for female workers.

A strike which began last week at the **Creese & Cook Co.**, Danvers tanners, lasted only two days when Guy T. Creese announced that production had been resumed at the factory. Workers in the beamhouse left their jobs on a Monday morning and were joined shortly by main plant employees. The shop remained closed on Tuesday but reopened on Wednesday.

Employees of **Banner Shoe Co.** plant in Honesdale, Pa., members of the **United Shoe Workers of America, CIO**, have been ordered to cease interference with the firm's operations. The order was passed by Judge Clarence E. Bodie who upheld a temporary injunction to that effect issued last Sept.

The injunction resulted from a sit-down strike at the plant in Sept. when the company management charged

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that the employees had forcibly seized the plant's property for an entire day.

The **Pocketbook Workers Union of New York** has accepted a new labor contract with the New York Industrial Council of the National Authority for the Ladies' Handbag Industry. Contract was amended by Dr. Paul Abelson, the industry's impartial chairman.

Dr. Abelson had increased hospitalization from \$2 to \$2.24 per month for each worker and set a ceiling of \$90 per week on vacation pay. He ruled against any increase in wages above the structure of 1946 as amended by increases granted in Jan., 1947, and April, 1948.

The decision directly affects 4000 workers and 150 manufacturers but will be extended to cover a total of 10,300 union members and 471 manufacturers in the New York area, the balance of whom are in allied novelty fields. The new agreement extends through May 31, 1950.

Settlement of a new agreement between the **Brotherhood of Shoe and Allied Craftsmen**, Brockton, and the **Associated Shoe Industries** appeared nearer this week after the general board of the union accepted a vacation pay plan offered by the ASI. The plan calls for pay to be based on the workers' yearly earnings divided by the number of pay checks received during the year and is effective for 1949 for workers with six or more months of service.

The union has requested that further meetings on contract negotia-

tions be held shortly. ASI had previously proposed that a percentage plan be effected in 1950 under which workers would receive two percent of earnings if entitled to a one-week vacation and four percent if entitled to two weeks.

The **International Handbag, Luggage, Belt and Novelty Workers, AFL**, have invited more than 10,000 members of the **Pocketbook Workers of New York**, independent union, to join the AFL union. The independent was formerly a member of the AFL but was ousted in 1939 and has tried, without success, to secure a federal charter from the AFL.

NLRB has dismissed a petition filed by **United Shoe Workers of America, CIO**, following a May 4 election among production and maintenance employees at the Jackson, Mo. plant of **International Shoe Co.** Employees voted against the union by a count of 186 to 144.

**Brown Shoe Co.** has filed notice in Murphysboro, Ill., that it will ask the Supreme Court of Illinois to reverse a circuit court decision awarding unemployment compensation to 10 employees for time lost during a work stoppage in 1947. The company charges that the 10 men were unemployed from July 28 to Sept. 5, 1947, because of "a misconduct" and "a labor dispute." It has asked the state supreme court reverse the decision by a circuit court upholding the state director of labor in awarding the men unemployment compensation for the period.

## PERSONNEL

▲ Arthur Kahn has taken on the line of **Lynn Novelty Shoe Co., Lynn**. The new firm produces California shoes in the \$2 to \$4 retail range and is making from 40 to 50 cases per day. Kahn also carries the lines of **Alberts Shoe Co., Campus Shoe Co., and A. S. Kreider** at his office in Boston at 186 Lincoln St.

▲ Dwight Nichols, recognized for many years in Maine shoe districts as a lasting room expert and more recently a sample laster for **Shapiro Bros Shoe Co., Inc.**, has been named field representative for **International Shoe Machinery Corp.** Nichols will work out of the **Lewiston-Auburn** office.

▲ Thirteen leaders of the Greater New York shoe and allied trades industries have been named chairmen of the trade's \$1,250,000 1949 campaign to meet the needs of distressed and uprooted Jews overseas and the 30,000 immigrants who enter Israel each month. Heading the Shoe and Allied Trades Division of the United Jewish Appeal, they are: **Morris P. Arnoff, Arnoff Shoe Co., Wholesaler's Division; Samuel G. Dones, Prudential Shoe Mfg. Co., Stitchdown Mfrs. Divi-**

# LEATHERS

# by Greenebaum

## NORMIL

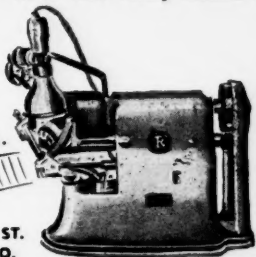
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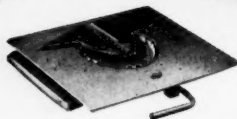
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sion; Louis Epstein, Langerman Shoe Co., Marbridge Bldg. representatives; Mrs. Edith Forscher, Cosmos Footwear Corp., Suppliers to Shoe Mfrs.; Louis Fried, National Shoe Stores, Shoe Chains; Max L. Friedman, Special Gifts; Monroe Geller, Andrew Geller, Inc., Better Shoe Mfrs.; Sol Low, Eneslow Shoe Co., shoe retailers in the five boroughs; Samuel Lowenthal, Retail Shoe Salesman's Union, shoe store personnel for the five boroughs; Richard Meth, A. S. Beck Shoe Corp., executives; Maurice Miller, I. Miller & Sons, Inc., Better Shoe Retailers and one of the two co-ordinators for the overall drive; Ben Passweg, Langerman Shoe Corp., Casual and Slipper Mfrs.; Judge Walter S. Brower, arbitrator for the shoe industry, factory employs payroll deduction plan.

▲ L. W. Brown, manger of the Stewart & Potter Branch of United Last Co., Boston, is leaving the position temporarily due to medical reasons. John A. Herbin, formerly of the T. W. Gardiner Branch at Lawrence, Mass., and servicing New England accounts, will be transferred to New York City to take over management of the Stewart & Potter branch. Herbin has had broad experience in lastmaking, having been associated with the industry for 30 years.

▲ George W. Russell, assistant sales manager of the industrial chemicals division, American Cyanamid Co., has been elected president of the Chemical Market Research Assn.

▲ Murray Saffron is now covering New England for Five Star Shoe Co., Inc., Long Island City, N. Y. Saffron formerly sold children's shoes for A. J. Beford Shoe Co., Inc., Lilitz, Pa.

▲ H. W. Rosborough is now covering Boston and Washington for Krippendorf-Dittman Co., Cincinnati. Formerly with Sundial Shoe Co., Manchester, N. H., Rosborough has offices in the Marbridge Bldg., New York City.

▲ Ed Bradley is now selling the complete line of Bannf boots for Lake States Footwear Co., Milwaukee. Bradley was formerly with Consolidated Footwear Corp., Malone, N. Y. for five years and has offices at 111 Lincoln St., Boston.

▲ Ernest Norman is now covering New England for Lushan Co., Boston. Norman formerly owned the Supreme Embossing Co., Peabody, Mass.

▲ Russell L. Bauer has been promoted from assistant manager to manager of the process section of Monsanto Chemical Co.'s general engineering dept.

▲ Robert Stevens, Wohl Shoe Co., retail shoe chain with headquarters in St. Louis, has been elected second vice president of the St. Louis Retail Controllers' Group.

▲ Ralph A. Bunker is new superintendent at Commonwealth Shoe & Leather Co., Whitman, Mass. Bunker was formerly with W. L. Douglas Shoe Co., Brockton.

▲ L. E. Clish is new superintendent at John A. Frye Shoe Co., Marlboro, Mass.

# Leather MARKETS

Little change in leather market as sales tend to level off after recent spurt. Prices generally firm. Good demand for russets. Sides, splits, calf and kid suedes move well.

## New York Markets

It is understood that a fair amount of Elk leather sold recently but mostly middle and low grades for the popular price shoe trade. A fair share of this business has been in white leather. White was slow in getting started this year but according to reports, it is in good demand now and likely to continue popular for a longer period than is usual—if it has not reached that stage already. Tanners stand by the lists firmly and in many cases advances of 2-3 cents have been made. There has not been the selling off of list prices that was so prevalent during the month of May. Average tannages of large spread Elk are quoted 46-47c and down, extremes around 50c and down and kips in the 60's and down. Volume business, however, seems to be mostly in the lower 40's and 30's.

Tanners report that they have done better lately in sheep lining leather because of increased shoe business. This selling has put them in a pretty fair position and they are sold ahead. Price lists are unchanged with the average tannage of sheepskin, vege-

table tanned, quoted 24c and down with chrome tannages usually 2c higher all around. Garment sheet skins are slow moving and although price lists are usually from 22c and down business at under these levels has been reported.

The situation on calf remains unchanged. List prices on suede calfskin usually range from \$1.20 and down although some well trimmed tannages are quoted up around \$1.35 and down. Smooth calfskin ranges from \$1.11 down to 55c. As in other leathers, buyers are interested in the middle and low grades mostly.

There appears to be a little betterment in the patent market, at least prices have advanced a little from the lows of a month or so ago. It is understood that tanners who were selling their top grade at 31c have now advanced the price of 33c and down. Others remain at 28c and down.

Alligator and alligator lizards are the best selling reptile leather although tanners report a good volume in whip snakes. Pythons are reported somewhat slower. Average tannages of alligator lizards are quoted around 13c to 14c for large and 10-11c for smalls. Whip snakes are selling as to width and length from \$1.50 to \$2.50. Python prices are widely quoted from \$2.00 to \$4.00 per yard with the lower prices on the Brazil boas and anacondas and the high prices on Java diamond pythons. The above prices are for the average tannages as more money and

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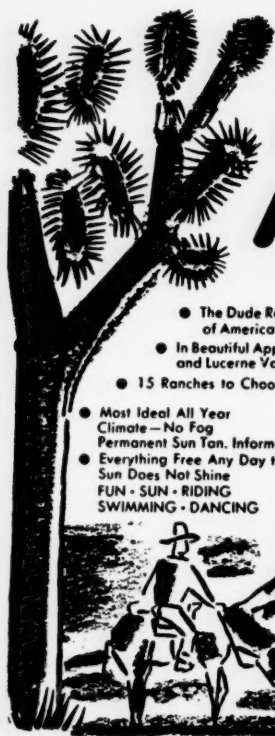
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## LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.15	95-1.15	92-1.05	1.30-1.48
CALF (Women's)	80-1.02	80-1.02	90-98	1.40-1.48
CALF SUEDE	1.00-1.15	1.00-1.20	1.00-1.30	1.45-1.90
KID (Black Glazed)	45-65	50-75	60-85	70-90
KID SUEDE	45-65	50-75	60-90	70-90
PATENT (Extreme)	48-56	48-56	50-60	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	55-59	53-58	60-63	70-75
EXTREMES (Corrected)	46-53	43-51	50-54	60-65
WORK ELK (Corrected)	44-49	44-48	48-51	55-60
SOLE (Light Bends)	61-64	61-63	78-80	90-95
BELLIES	32-35	32-35	38-40	44-47
SHOULDERS (Dble. Rgh.)	49-54	49-54	63-65	77-80
SPLITS (Lt. Suede)	37-43	37-43	38-42	41-45
SPLITS (Finished Linings)	20-23	20-23	23-25	27
SPLITS (Gussets)	18-19	18-19	20-21	21-22
WELTING (1/2 x 1/8)	7 3/4	8 1/4	10	11-11 1/2
LIGHT NATIVE COWS	25-26 1/2	25-26	30-31 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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possibly less is quoted depending on the quality of primes and seconds in the lots.

This week does not seem as active on sole leather. However, one large tanner reports that he is sold out on light bends, bellies and shoulders. Prices remain unchanged with good average tannery run bends between 60-63c as to weight, bellies 31c to 33c and sometimes 34c and shoulders up to 44c.

### Sole Leather

Tanners report fairly good demand for sole leather. How long demand will hold up is another story. Prices remain firm and general outlook better. As in recent weeks, light bends most wanted, least available. Shortage, though temporary, results in some advance in quoted prices. Most sales made at 62-63c. Heavies find fair interest at 61c. Mediums far behind, find sales only because the price is attractive.

Light Bends: 61-64c

Medium Bends: 58-61c

Heavy Bends: 58-61c

Sole tanners in Philadelphia report activity the same as last week. There isn't too much activity and tanners must go out and get orders. Bellies continue to sell at 34c and shoulders at 55c, while heads still sell at unchanged prices. Factory bends are going well, at the same price as last week. Findings remain quiet. There is no chance of any flurry of activity in the near future because this is vacation season and indications are that some shoe factories instead of closing just for one week in July, may close longer—even the entire month.

### Sole Leather Offer

Sales hold up well in Boston offer market. Few large sales noted with most business done in small lots for replacement purposes. Because of this, buying is steady. Bellies fairly active with steers finding volume sales around 34c, cows doing best at 31-32c. Single shoulders with heads on very scarce, now bring up to 46c for lights when available, up to 41c for heavies. Double rough shoulders continue in good demand with price unchanged, sales made up to 54c. Heads sell well at 19c and down. Fore shanks not too plentiful, sell between 22-25c. Hind shanks move slowly.

Bellies: Steers, 33-35c; Cows, 31-32c

Single shoulders, heads on: Light 41-

46c; Heavy 39-41c

Double rough shoulders: 48-54c

Heads: 16-19c

Fore shanks: 22-25c

Hind shanks: 25-27c

### Welting

Boston welting manufacturers keep fairly busy as welt factories get slight increase in business. Prices remain unchanged with regular Goodyear stock bringing up to 73c for 1/2 by 1/8 inch welting. Rough shoulder prices remain firm, force most welting makers into swapping one dollar for another. Specialty welting gets big play, will probably have its biggest year to date. Synthetic welting, too, gets much attention as cost cutting expedient. Perhaps "expedient" with its transitory con-



notation, is the wrong word. It would seem that synthetic welting is firmly entrenched.

### Calf Leather

Little change in Boston calf leather market this week. Women's weights in grades at 60c and down widely wanted with supply limited; above that demand slackens off as buyers remain cautious. High colors still active with growing interest noted in burgundy. Green, red and blue sell moderately. Men's weights do best in better grades with buyers taking all they can find. Here again, supply is short. Middle and lower grades considerably slower. Suede fairly quiet; most sales made at \$1.00 and down. Heavy brushed calf doing well with demand concentrated on 4 oz. leather. Lighter or heavier leather doesn't seem to fill the bill for most buyers. Volume sales here reported at \$1.05 and down.

Men's weights: B \$1.10-1.15; C \$1.05-

1.07; D 85-99c; X 75-95c; XX 60c

Women's weights: B 88c-\$1.02; C 83-

97c; D 78-89c; X 68-81c; XZ 55-65c

Suede: \$1.10-1.20; \$1.03-1.10; 90-93c

### Kid Leathers

Philadelphia kid leather tanners report increased activity in the past few weeks but business is not up to normal as compared to last year. There are not as many customers reordering. Tanneries are working on orders they have had for quite a while, but there are usually repeat orders at this time of the year and these have not materialized to any extent. Kid shoe sales have been poor and this reflects on orders. The most active business is in cheaper grades of shoes, and slippers.

New England Shoe manufacturers are continuing to place orders for low priced black suede and glazed. For the most part, they buy leather priced at 40c in both suede and glazed. Factories in the Middle West are not buying as much as they were expected to.

The leathers that are purchased are black suede, some brown, and a little dark green, dark blue and dark red; black glazed and some brown.

Prices firm in lower grades where there is fairly good business; weaker in high grades where there isn't much demand and the tanneries must make some adjustments in order to complete sales.

Slipper kid is good, since manufacturers are buying for their busy season. They buy brown, burgundy, some green and even black in small quantities. After a small flurry, crushed is dull at this time.

Some tanners produce kangaroo leather, for which there is a small but steady demand, since it is used only on good grade shoes. Although this was used mainly in men's shoes, it is being used in high grade women's shoes in black.

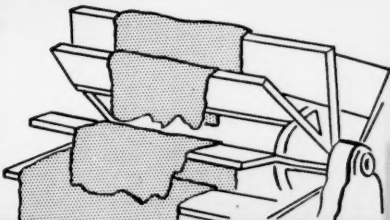
Conditions about the same as previous week in Boston kid market. Sales spotty, prices soft, outlook not too encouraging. Buyers still scramble for kid suede below 50c, find scarcely enough to meet their demands. Despite this, little interest shown in grades above 55c. Brown and blue get fair



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share of sales but black far in lead. Glazed still running into blank wall with tanners inventory high and buyer interest low. Most sales still made between 35-60c, generally under tanners quotations. Slipper kid and linings quiet with tanners asking 40c and down for the latter. Most sales here are made between 25-36c, above that the going is slower.

## Sheep Leathers

Boston tanners report general spurt in sheep leathers this week. "Good inquiries, good sales," is the way one tanner puts it. Specialty leather buyers very active with orders for Christmas. Most tanners experience good shoe business in colored vegetable linings with pastel pink, blue, green and red fairly popular. Army russet does well also. Bulk of sales made at 17-21c. Boot lining russets continue to sell well at 22c and down; heavy boot linings bring up to 24c. Slipper manufacturers show more interest in colored vegetable and chrome linings, may be unable to fill orders because of late start. Chrome linings still move well around 26c and down. Garment suedes get moderate interest, grains quiet.

Russet linings 22, 20, 18, 16, 12, 10c.  
Colored vegetable linings: 22, 20, 18, 16 14.

Hat sweat: 26, 24, 22, 20c.

Chrome linings: 28, 26, 24.

Garment suede: 26, 24, 22c.

Garment grains: 22, 20, 18c.

## Splits

Poston split market continues strong

and active. Tanners find buyers still receptive, with good sampling and sales resulting. Suede most active; black and brown draw bulk of business. Some tanners still quote up to 43c for light suedes; best sales made between 38-40c. Heavy suede in good demand with tanners asking 47c and down. Finished linings do well at 22c. Retan sole splits still short, sell best between 30-40c when available, according to weight and trim. Work shoe active at 30c and down; H weight finds takers at 33c and down.

Light suede: 36-43; 34-41; 32-38  
Suede heavy: 44-47; 42-44; 39-41  
Retan Sole: 40, 38, 35, 33, 30  
Finished Linings: 18-20; 20-23; 22-25

## Glove Leathers

"Plenty of room for improvement", a statement by a large Midwestern tanner indicates the condition of the glove leather markets. There is no particular change noted during the past week. Both specialty tanners and the normal production of glove leathers, insofar as prices are concerned, have been holding about steady. The general production of glove leather, in light-medium weights are quoted 19c, 18c and 17c for grades No. 1, 2 and 3, with the specialty lots commanding usually a penny more.

The glove buying splurge of a few weeks ago seems to have petered out. The larger glove shops are starting to roll on the basis of orders already received but there is no pep in the business.

Leather prices are firm. Most of the "distress" merchandise seems to

have been picked up. Raw skin prices have only an academic interest for most buyers. Purchases made today for shipment cannot be turned into leather for the fall season.

Rumors of a strike in the tanning industry are growing. The mocha mills have stopped soaking. July 1 is the rumored deadline for action. Most mills shut down for the two weeks vacation period at that time. The test will come when the mills reopen about the middle of the month. Negotiations seem to be hopelessly deadlocked. Increases demanded range from 40 percent up depending on the individual mill.

## Side Leathers

Boston side leather market still riding renewed buying wave. Strong hide market and firm leather prices fail to phase manufacturers who foresee good run on popular priced shoes this fall, concentrate on filling fall requirements. Heavy aniline extremes very active, bulk of sales reported in 40-58c price range, depending on quality and grade. Corrected kips find good demand, quoted at 59c and down for standard tannages. Work elk draws good interest up to 49c. Prices quoted below apply to standard tannages.

Heavy Aniline Extremes: B 54-58c;  
C 50-52, D 45-48; X 40-42c

Corrected Kips: B 55-59; C 53-57; D 51-54; X 45-47c

Corrected Extremes: 46-52; 44-50; 42-48; 39-42c

Corrected Large: 45-49c; 43-47; 41-45; 37-41

Work Elk: 44-49; 42-47; 40-45; 38-43

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## Garment Leathers

The garment leather business has shown slight, if not, moderate improvement during the past week. In fact, prices have advanced on certain selections. Men's garment suede, although quoted at 26c, is understood to be commanding an even higher price. Grain garment is quoted 22c and down, but, here too, higher prices are heard. The firmer tone is attributed to the recent strengthening in the rawstock market. The horsehide leather market is about steady. Tanners continue to quote an average price of 35c, with 38c listed for the very best.

## Harness Leathers

Market is sluggish, business light with prices holding steady. Production has been kept at a minimum, as tanners continue to look, rather, than receiving new orders. Price lists are generally quoted at 75c for the A grade, 71c for B grade, 67c for C grade, and 63c for D grade. Backs are usually 11c per pound additional.

## Bag, Case and Strap

Another 2 to 3c price decline is not far off according to tanners' reports, if the situation does not improve in the immediate future. Even now, tanners are shaving prices almost constantly whenever a large order is involved. The major contributing factor for the current weakness is substitutes playing more and more of an important part in this market. Buyers are displaying exceptionally strong resistance to prices quoted on the top grades. In the lower grades, the situation is quite different. These grades have been selling quite steadily for embossing purposes.

2 ounce case.....	46, 43, 40c
2½ ounce case.....	49, 46, 43c
3½ ounce strap.....	56, 53, 50c
4 ounce strap.....	64, 61, 58c
5 ounce strap.....	

## Belting Leathers

Philadelphia belting tanners say that business is similar to last week, with most sales in medium weight and light weight at unchanged prices. There is no change in prices in any item and none is anticipated. Welting also is continuing to sell, and at unchanged prices.

Carriers report everything still slow. Belting manufacturing is not active. Textile belting, which had been a little active not long ago, has quieted; factory belting is dull. Philadelphia carriers, recently returned from a meeting of the American Leather Belting Association have found that this is not merely a local situation, but is a reflection of conditions all over this country. They see no indication of any change in the near future.

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## TANNING Materials

### Interest Spotty

BUYING interest in tanning oils was spotty this week and trading was slow, while softening of prices was noted on a number of items.

Raw tanning material quotations are largely unchanged with Divi-Divi being offered at \$66.00 to \$67.00 per ton. There was very little interest in Myrabalans. Tanning extract prices continued firm and this business maintained a narrow range during the week.

## DEATHS

### Robert R. M. Carpenter

... 71, a director and former vice president of E. I. DuPont de Nemours & Co., died in Memorial Hospital, Wilmington, Del., on June 11. An engineer, naturalist, hunter and sportsman, Carpenter played a leading role in transforming the DuPont firm from an explosives manufacturer to a world-famous chemical company with products including plastics, synthetics, nylon, cellophane and many other chemical materials.

A native of Wilkes-Barre, Pa., Carpenter was one of a group headed by his brother-in-law, Pierre S. DuPont, who purchased a controlling interest in the company in 1915. He had attended the Massachusetts Institute of Technology and joined the firm in 1906 as a purchasing agent, advancing eventually to vice president.

An avid baseball follower, he purchased in 1942 with his son R. M. Carpenter, Jr., a controlling interest in the Philadelphia Phillies. He was also a noted game hunter and the author of the book, "Game Trails from Alaska to Africa."

He leaves his wife, Henrietta; two sons, William K. and R. R. M. Carpenter, Jr., president of the Philadelphia National League baseball team; two daughters, Miss Louisa Carpenter and Mrs. Renee Carpenter Kitchel; and his brother, Walter S. Carpenter, Jr., former president and now chairman of the board of the DuPont Co.

### Frederick W. Dow

... 72, widely known in the leather industry and president of the Frederick W. Dow Leather Co., Boston, died June 13 at Massachusetts Memorial Hospital Pavilion in Boston. A native of Lynn, Dow was formerly associated with A. C. Lawrence Leather Co. of Peabody and Boston. A product of the Lynn public schools, he belonged to several Masonic orders and was a member of the Algonquin Club of Boston.

He leaves his wife, Harriett; a daughter, Mrs. Earl S. Dudley of Manchester, N. H.; a brother, John Dow of Fall River; and two grandchildren. Burial was at Pine Grove Cemetery, Lynn.

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**BLACKHAWK TANNERS**  
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Milwaukee 7, Wis.

# HIDES and SKINS

**BULLETIN:**—Sale of about 4,000 Chicago and Riverpoint heavy native steers at 18½¢, considered down ¾¢ from previous business. These hides were June salting.

One packer established the St. Louis calfskin market by selling about 17,000 skins at 55¢ for lights and 47½¢ for the heavies.

## Packer Hides

Unsteady conditions in stock grain markets as well as in some other commodities, brought about a cautious tone in the big packer market this week. Tanners decided to take to the sidelines, buying only a few hides, principally bulls. Although some bids and a few offerings were noted in the market, neither showed any real indication of what the market would do. Some tanners were looking around for a few selections, particularly those that were vulnerable to lower price attacks, and made what might be classed as temporary bids well below the last market levels. At least one packer, however, offered some hides asking a little higher price level on most selections, which was felt by some to be a move to put a little more blood in the market than was currently felt to be in it.

Trading this week amounted to only 8,000 hides by the "Big Four" packers, 6,800 of those being bulls, the other car being light branded steers. The bulls generally sold on a basis of 16½¢, Chgo. basis for native bulls from Northern points, which might be considered ½¢ lower than the premium of 17¢ realized during the recent weeks. Some back salting bulls sold at 16¢. The light branded steers, including extreme lights, sold at 20¢ for the lights and 26¢ for the extreme lights, considered steady since the sale involved some April forward hides.

## Small Packer Hides

With the uncertainty around, tanners pulled away from this market,

both for the medium averages and also for the very desired lighter averages. While there were considerably lower bids in the market on lighter average hides, as much as 2¢ in some cases, the actual market had to be held to the low side of the recently quoted range until some actual business showed up. Small packer all-weight native steers and cows, quoted last week in a range of 20 to 21¢ selected, were nominally considered by traders at 20¢ selected this week. Lighter average hides, particularly the extreme weights, were nominally figured up to 26¢ selected, but no longer to 28 and 29¢ selected as had been seen last week.

No actual trading was reported in the market, although there probably were a few hides that moved quietly. Offerings are slim because of the fewer number of processors in the business, but there probably could be a few more hides offered, and will be if the market decides to take a downward

## Packer Calfskins

The packer calfskin market is lower on the heavy skins. Early in the week a trade of about 10,000 new trim Chicago heavy calfskins, 9½ to 15 lbs., was made by two large sellers at 62½¢, 2½¢ lower than the last business in similar skins. However, lights sold late last week at steady prices for both Northern and River new trim production. There are still more skins that probably could be offered, but nothing much has been said about them.

Quotations on packer new trim calfskins are 62½¢ for Northern heavies, 9½-15 lbs., and 60¢ for the lights, under 9½ lbs. Riverpoint production skins are quoted at 57½¢ for heavies and 55¢ for lights.

The New York trimmed calfskin market is quiet, although some steady business of small volume has been done recently. The price situation is largely unchanged. Prices are quoted at \$3.50 for 3 to 4's, \$4.00 for 4 to

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	21	21 -22	20 -20½	30
Ex. light native steers	29½	29½	28 -29	33
Light native cows	25 -26½	25 -26½	25 -26	31 -31½
Heavy native cows	21 -24½	21 -24½	20 -21½	30 -30½
Native bulls	16 -16½	16½-17	16½	19
Heavy Texas steers	18½	19	19	26
Light Texas steers	21	21	20½	26½
Ex. light Texas steers	27½	27½	27½	29
Butt branded steers	18½	18½-19	19	26
Colorado steers	18	18 -18½	18½	25½
Branded cows	21	21	19½	29½
Branded bulls	15 -15½	15½-16	15½	18
Packer calfskins	55 -62½	55 -65	55 -65	50 -55*
Chicago city calfskins	40 -45	40 -45	35 -40	40 -42
Packer kipskins	50	47	47	37½
Chicago city kipskins	30 -35	30 -35	25	27 -28

\*Old trim basis.

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close June 15	Close June 8	High For Week	Low For Week	Net Change
June	—	18.82	19.20	18.60	—
September	18.60H	18.92-93	19.25	18.30	-32
December	18.67	19.00-01	19.49	18.43	-33
March	18.25H	18.60H	18.85	18.68	-40
June 1949	17.90H	—	—	—	-35

Total sales, 373 lots.



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# THIELE TANNING COMPANY

5's, \$4.50 for 5 to 7's, \$5.25 for 7 to 9's, and \$8.25 for 9 to 12's.

### Packer Kipskins

The packer kip market has shown signs of strengthening recently. Although nothing was done this week, business last week showed the market as about 2c higher all around on the Midwestern production. The few offerings and small production account for the strength.

Northern production native kipskins from picked points, such as St. Paul, are quoted at 50c. Mixed Northern and Riverpoint skins are quoted at 48c for natives. Overweights from Northern and Riverpoints are quoted at 45c. Southwestern skins are figured 2½c less than Northern and Riverpoint skins.

### Country Hides

Country hides are quiet, and quite naturally so since the unsteadiness of hide markets has been rather obvious. Hesitancy of tanners to buy hides in the big packer market has caused some wonderment among tanners doing business in this market. However, the biggest reason for the silence of buyers is the same as in the other markets, the flimsy foundation of stocks, grains, livestock, and other commodities.

Prices are nominally figured around 16c flat trimmed for 48/50 lb. average allweight 1's and 2's, f.o.b. shipping points, according to quality. Lighter hides, while quotable at higher prices, are hard to define because of the lack of business and the lower buyers' ideas for those hides. There is nothing being done at present. Neither buyers or sellers are in a hurry to trade. Sellers are not overburdened by hides, and probably will be pretty tight about offering unless the market turns downward.

### Country Calfskins

There is still a rather tight situation in the country calf market, not tight from a price situation, but from the

activity angle. Buyers are not paying much attention to country skins. Some city skins are looked at, but no trading has been reported. Slightly easier ideas on some packer skins may change the ideas on prospective buyers in this market.

City untrimmed allweight calfskins are quoted in a range of 40 to 45c, depending upon quality. Country untrimmed allweights are figured around 26 to 28c.

New York trimmed collector calfskins are quotable at \$2.75 for 3 to 4's, \$3.25 for 4 to 5's, \$4.00 for 5 to 7's, \$4.75 for 7 to 9's, and \$7.00 for 9 to 12's.

### Country Kipskins

The country kip market is unchanged. Country untrimmed kip is quoted at 23 to 25c with interest highly selective. City skins are quoted around 30 to 35c.

New York trimmed collector kipskins are quotable at \$8.25 for 12 to 17's, and \$8.50 nominal for 17's and up.

### Horsehides

There has been no change in the horsehide situation in spite of the lower prices on beef hides. Tanners continue to feel that the market on trimmed Northern and Midwestern hides is quotable around \$8.75 to \$9.00 for 70 lb. hides, and around \$8.50 to \$8.75 on the 60 lb. hides, according to quality. Southern and Southwestern hides are figured around \$6.00 to \$6.50, the asking prices at the outside level. Fronts are holding about unchanged, good No. 1 Northerns figured around \$5.75 to \$6.00, although \$6.25 is still heard on some of the best fronts. Butts are unchanged around \$3.00 to \$3.50, depending upon quality, basis 22 inches and up.

### Wool Pelts

The sheep pelt market is quiet. Chicago packers have done some restricted business in No. 2 and No. 3 shearlings with garment leather tanners, but business with the Mouton tanners has been light. Prices for shearlings are around \$2.70 to \$2.85 on No. 1's, \$2.10 on No. 2's, and \$1.60 on No. 3's. No. 4's,

where graded out, have brought around 85c. Spring lambs are figured anywhere from \$2.00 to \$2.75 per cwt, depending upon the production. Big packer pelts are at the best levels, small packer production from not too desirable points the inside level. Country pelts are quiet, best quotations on small lambs heard around 40c, although some good lambs have brought around \$1.25. Wool pelts from country points have brought up to \$2.00. Pickled skins continue quiet around the \$10.00 to \$10.50 price, per dozen, for new production lambs. Business is very slow in this market.

### Dry Sheepskins

There is a more encouraging undertone with some inquiries noted, especially for Brazil cabrettas. Sellers, however, state that it is difficult to get offerings as buyers were rather apathetic in their operations and low in their views. Home tanners were purchasing and shippers now find that they have relatively small unsold stocks. Asking prices are \$14.00-\$14.50 per dozen and some are of the opinion that they could obtain the inside for a good lot of skins. However, on an offering of 70 percent 68/70 lbs. and 30 percent specials, 95/100-lbs., best bid was \$13.00 c.&f.

Cape gloves are unchanged and late offerings at 125 shillings for half each westerns and Persians. Some still have ideas of 130 shillings, claiming that is the market in England. Nigerian market tight with few offers lately and doubted whether it is below 76c per lb. basis number one Kanos, with usual allowance for number twos and number threes. Most sellers state that the hair sheep markets are quiet and all sorts of prices heard for grain skins. What interest evident is usually for quick shipment as interested buyers have relatively small unsold stocks of raw material.

Little change in the shearing market. Not many offers being received and then at prices usually above the ideas of buyers here. It would seem that as long as shippers are able to keep their skins moving, they show little inclination to sell at prices avail-

the INSIDE story of all good shoes

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# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**

300 W. Adams St.

Chicago 6

## Special Notices

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Address F-3,  
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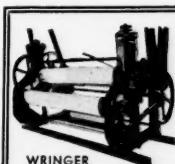
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able here and after awhile, refrain from offering. Punta Arenas said to be selling at steady levels.

There has been a slowing up in activity of wool skins. Some of the primary markets are said to be well sold up following late sales and not many offers being received. Not too much interest evident as most buyers are out of the market at the present time due to the wool situation.

## Reptiles

Trading continues limited as buyers are selective in their operations with price being a big factor. Calcutta bark tanned whip snakes moving moderately and some shippers report they have taken all the business they care to for the present. Late sales 4 inches up, averaging 4½ inches, 70/30 selection at slightly over 60c while Madras bark tanned whip snakes, 4 inches up, averaging 4½ inches, 80/20 selection, sold at 85c. However, following this business, shippers firmed up in their ideas and are asking 87-90c for 70/30 selection. Buyers ideas seem to be top at 85c and some even have lower views. Cobras are nominal at 65c but no late sales. Vipers neglected and nominal at 35-40c. Brazil market slow and nominal. Not much change in back cut tejus; giboias held from 90-95c f.o.b. Anacondas are held at 80c f.o.b. Argentine market is slow; few offerings coming out, especially of back cut lizards as the season is about finished. Ampalaguas are strong with active buying. Local buyers are not showing too much interest and market is nominal at \$1.60-1.65. Very few offerings coming out of Siam and market for 8 inches and up aers from 15c up, depending upon shippers and weights, chounyres held at 39-40c for 8 inches and up and 30c for 6/8 inches.

## Deerskins

A mixed market is evident. While large tanners are either out or have low set views, there are some reports that there has been more interest for Brazil 'jacks' and relatively few offers being received from reliable shippers. Although reports say that Manaus 'jacks' available at 48-49c f.o.b., most shippers ideas are 50c f.o.b. and higher.

## Pigskins

A wide range of prices is heard. Most buyers are showing little interest as those operating have been purchasing leather in preference to rawstock. Peruvian peccaries sold at \$1.70 exdock and further offerings for shipment at that price c&f. Some quarters have indicated ideas of \$1.60 f.o.b. for Paras and \$1.70 f.o.b. for Manaus peccaries, basis importers, for greys, with usual differential for blacks. Shippers ideas are 10c more. There were reports during the convention in Fulton county that skins could be had for less without affecting business.

## Goatskins

A difference in price ideas between buyers and sellers continues to hold up any sizable business in this market. Suede type rawstock is still in demand with other type skins neglected.

Latest reported business in Bati skins took place at \$16.00 to \$16.25 per dozen c&f, but some shippers are asking 25 to 50c higher. Sales of Addis Ababa skins have taken place at \$12.25 per dozen c&f, for shipment and up to \$12.50 is heard on unconfirmed business.

Amritsar type skins are firm and held at \$12.00 per dozen c&f, for 1200 lb. skins; some trading is said to have taken place at 50c below this asking price. Southern India skins are said to have moved at \$11.50 to \$12.00 per dozen c&f, basis 1.70-1.80 lbs.

Talk of increased offerings of Chinas is heard in the market but nothing concrete has occurred as yet.

Some sales of shade dried Kenya and Tanganyika skins took place at \$13.00 per dozen ex. dock. However, some sellers are asking \$14.00 per dozen c&f. It is said that Europe is paying this latter price.

### Fast Indies

Amritsars (1,200 lbs.)	11.50-12.00
Patnas	Nominal
Cawnpores and Lucknows	12.20
Mosufferpores	Nominal
Dinajpores	Nominal
Calcutta Killa	Nominal
Cocoadas	12.00-12.50
Deccans	12.00-12.50
Kristans	Nominal

### Chinas

Szechuans	Nominal
Hankows	90-95
Chowchings	Nominal

### Africans

Casablanca	Nominal
Algiers	Nominal
Nigerians	1.45-1.48
Mombassas	13.00
Marakesh	Nominal
West Province (ex. It.)	55
Port Elizabeth (ex. It.)	53

### Mochas

Herberaba (shipment)	16.50
Hobedias (shipment)	8.50
Bati	16.25
Addis-Ababa	12.50-13.00

### Latin Americas

Mantazas, etc. (flat) f.o.b.	Nominal
Onasacas, f.o.b.	Nominal
Barquistetos	54-55
Coros	54-55
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	Nominal
Bogotas	Nominal
Iamaicas	Nominal
Haitians	70-74
Santo Domingos	58-60
Brazil (Cereas)	1.20-1.23
Pernambucos	1.20-1.23
Bahias	Nominal
Cordovas (8 kilos average)	Nominal
Pampas	Nominal
Paytas	69-70
Peruvians	46-53

● Plans to close the Union City plant of the Bay Bee Shoe Co. within the next few weeks have been announced by Company officials. Operations will continue until all shoes now in production are processed. Most of the office personnel at Union City will be moved to the Dresden plant but machinery will be left at the Union City plant for the present.

● The Brown Shoe Co. plant in Dyer was scheduled to resume a full five-day week production basis after its vacation week ending June 3.

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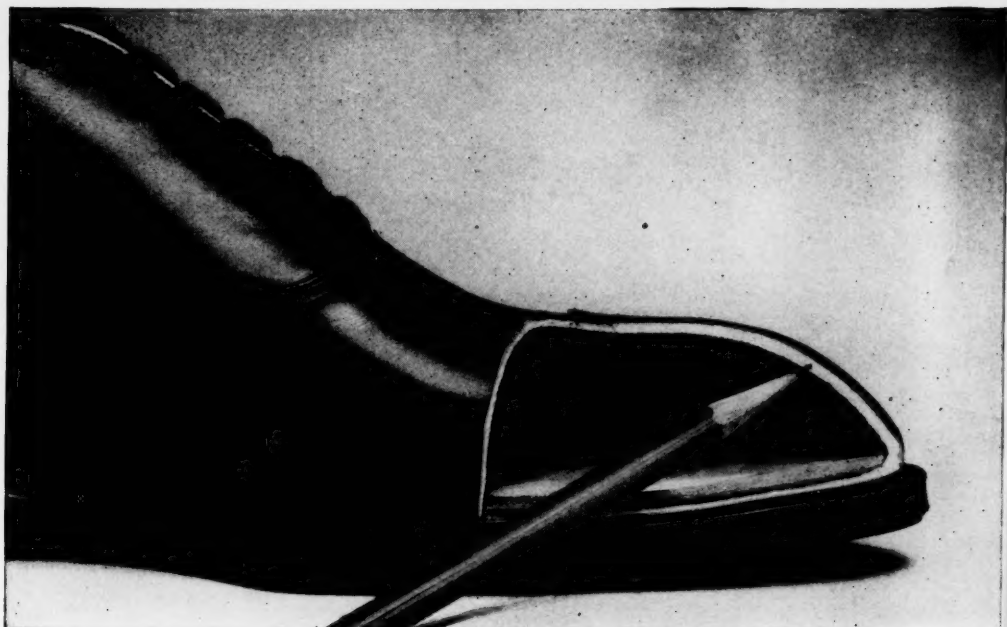
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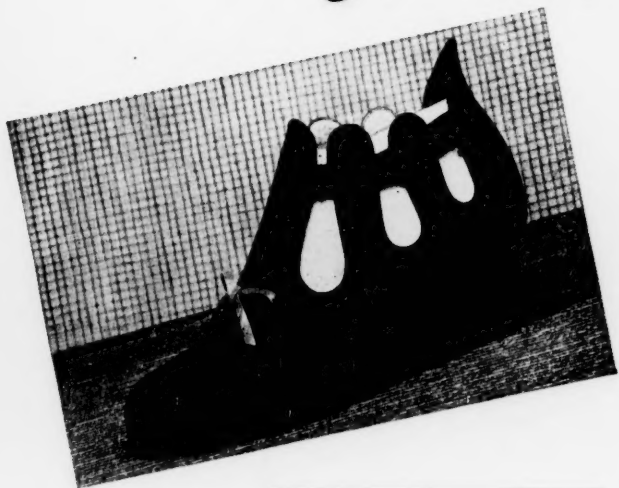
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